TRADE AND INDUSTRY

27 April 1972 Volume 7 No 4 10p

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May 15th	London	CYEE, Tottenham Court Rd.
May 15th	Norwich	Government Training Centre
May 22nd	Leicester	Employment Exchange, Charles Street
May 22nd	Canterbury	Slatter's Hotel
June 12th	Manchester	Sunley Building, Piccadilly Plaza
June 19th	Ilford	Employment Exchange
June 19th	Derby	Chamber of Commerce
June 26th	Walsall	Chamber of Commerce, Engineering Centre
July 3rd	Southampton	The Engineering Training Association Ltd.
July 10th	London	Ebury Bridge House, S.E.1.

Wales

May 8th	Cardiff	Wales Office

Scotland

Courses will be held at Hillington (Glasgow) Government Training Centre on May 15th and June 12th.

For further details or applications please write to: The Senior Training Officer, (TE 4), Department of Employment, Ebury Bridge House, Ebury Bridge Road, London S.E.1, or to the Regional Office of the Department.

DE Department of Employment

Change in Spain

by A. H. Spire, Counsellor (Commercial), British Embassy, Madrid

SPAIN—the world's tenth industrial power by 1980. This is the aim of the Third Development Plan recently published. Ambitious? Yes. Surprising? Not if the pace of development of the last ten years is anything to go by. Spain has come a long way since 1960.

No one will be surprised to learn that in terms of tourist revenue Spain is second in the world only to the USA. And what about shipbuilding: third in world ranking? Three atomic power stations in operation and more being built. And there are many more equally startling developments.

The last 10 years	1960	1970
Per capita income ($)	290	900
Cars per 1,000 people	9	70
Telephones per 1,000	59	135
TV per 1,000	5	70
Meat consumption per head (kg)	19	45

Yes—Spain is on the move in a big way. Behind the glossy coastal resorts (spectacular enough in themselves) there has been a truly remarkable growth in the Spanish economy over recent years, exceeded indeed, only by Japan amongst the more developed countries of the world. The population centres of Bilbao, Barcelona and Madrid show most evidence of this. But other parts of the country including Seville and Cadiz in the south, Zaragoza in the centre and Valencia in the east have all shared in the industrial boom. True, growth has slowed down in Spain, as elsewhere, during recent months but there is little doubt that the pace will quicken again before long.

How imports have grown (£ million)	1960	1970
Spanish imports (Peninsula & Balearics)	245.7	1,875.0
Invisibles	1.6	76.4
British exports	29.0	146.0
US exports	49.5	369.2
German exports	26.2	246.6
French exports	19.8	195

What is the message?

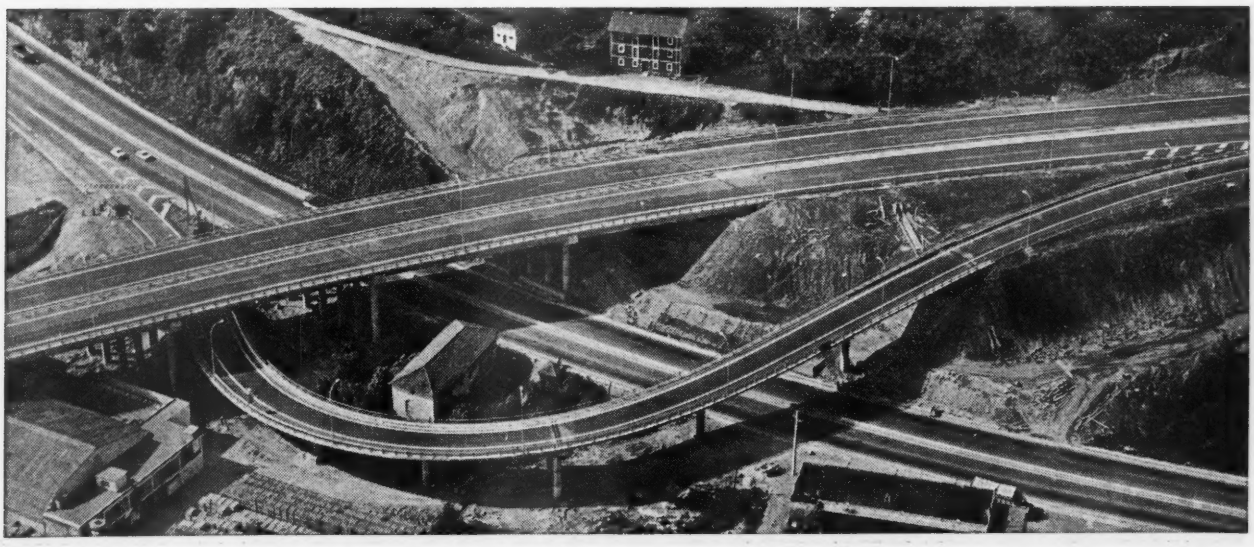
For the British exporter, Spain is a rapidly growing market. In 1971 we sold £146 million worth of goods in the Peninsula alone. (The Canary Islands, also part of Spain but a different type of market, took another £22.5 million). This was a 17 per cent increase over 1970 and, perhaps even more significant, we increased our share of the market for the first time for many years. But our performance pales beside that of our US, German and French competitors as a glance at the box above will show.

The trade figures show the reason for this article. There is plenty of room for growth of our exports to Spain. In a transitional stage such as this, no trader can afford to be complacent, even if his sales are rising. He certainly cannot cling to old (if hitherto successful) concepts of marketing whilst his competitors adapt more dynamically to new conditions.

What is the outlook?

Of course, Spain is not an easy market (if that description has any meaning these days!) About a third of Spain's total imports by value are subject to quantitative restrictions. Tariff barriers are high and there is substantial protection for local competition. That these barriers are not insuperable has been demonstrated by the growth of imports. Spain is at present substantially a producer goods market—(consumer manufactures accounted for only 6 per cent of imports in

(continued on next page)



'Super autopista' in northern Spain constructed by Laing Iberica Ltd.

1970)—but now that Britain is to enter the European Economic Community, Spain has a wider appeal, since our exporters will benefit from the Preferential Agreement, which will shortly have to be adjusted to take account of the enlargement of the Community. (Although no application has been made as such, it is clear the Spanish Government would like to take Spain into the Community as a full member as soon as possible.) This will lead to a further liberalisation of our trade with Spain.

Growth brings change

The spectacular developments in Spanish industry of the last ten years have changed the emphasis in marketing for British exporters. Much equipment which was hitherto imported can now be made locally at competitive prices. The more far-sighted international companies have invested in Spain and now incorporate a local content in their products which gives them a competitive advantage and allows them to compete for business which would otherwise be closed to them by protective regulations. Indeed, foreign investment has increased five-fold during the last ten years. Money is pouring in from the US, Germany, Switzerland and France, yet even now, Spain commits less than 6 per cent of her foreign exchange earnings to debt servicing, so there is plenty of room for further borrowing.

In other words, the Spanish market is becoming more sophisticated and imported goods have to be up-graded constantly to meet the changing nature of demand. The emphasis now is on high technology and quality control.

What are the opportunities for British exporters?

The Third Development Plan 1972-75 provides a useful market pointer which export offices of the DTI will be pleased to discuss in detail. But the items in the box at the top of the next column may give some idea of the scale of expenditure, much of it on imported goods.

The more promising areas of growth for British exporters are at present being examined in depth by commercial officers at the various posts in Spain in collaboration with members of the 2,000-strong British Chamber of Commerce which has centres in Madrid, Barcelona, Bilbao and Valencia. But

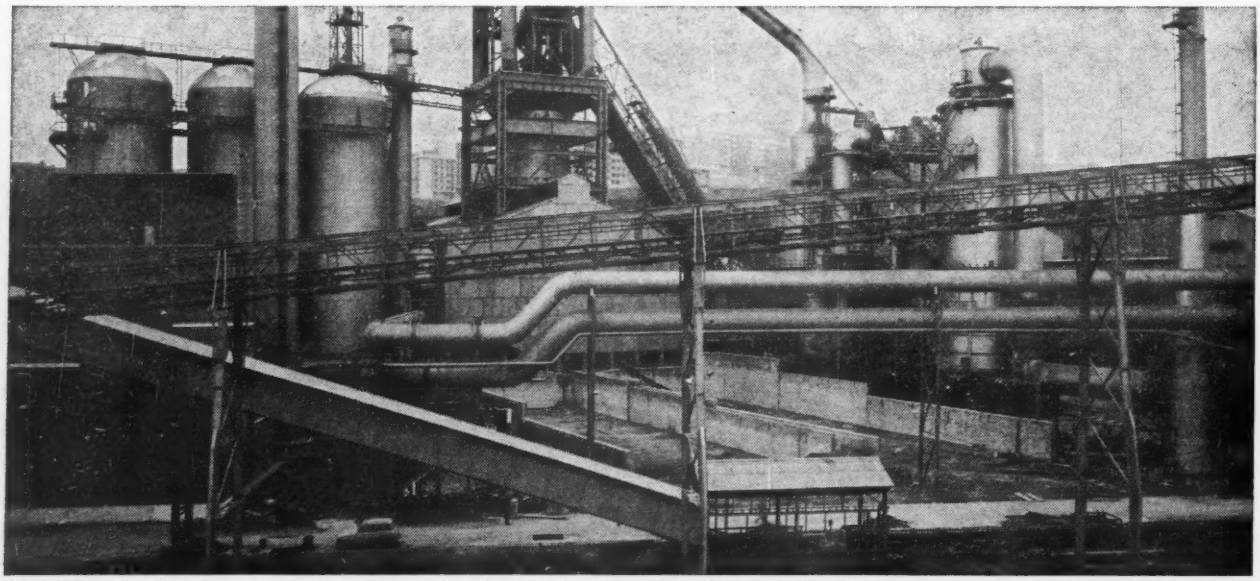
The next 10 years	1970	1980 (estimates)
Per capita income ($)	900	2,000
Cars (millions)	2.4	7.3
Steel production (million tons)	7	16
Electricity (gwl)	50,000	150,000
Shipping (grt)	3	10
Tourism earnings ($ million)	1,680	3,700

right now, it is clear that good prospects exist in medicinal and pharmaceutical products, especially raw materials for local processing; metal-working machinery; printing and book-binding machinery; pumps and centrifuges, especially of advanced design and/or specialised application; machines for cleaning or filling bottles or containers; packaging machinery; pharmaceutical processing machinery; telecommunications apparatus, especially shipboard control and navigation equipment; scientific, medical, optical, measuring and controlling instruments.

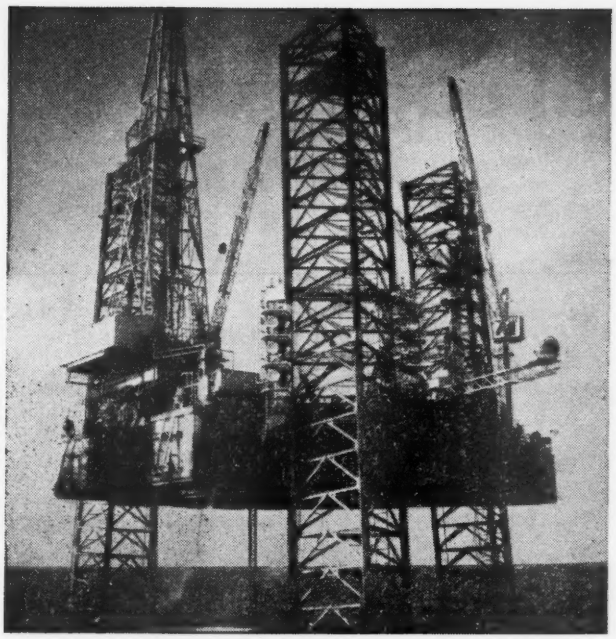
How the business is done

Whilst the changing market dictates a fresh look at marketing programmes, the bulk of business will still be done by direct exports through factory representatives or local agents. Now may be the time to look at existing agency arrangements and to discuss performance with your nearest DTI export officer. Where direct exports may no longer be possible, manufacturing under licence may be the answer: many well-known British and other firms have maintained their presence in the market by this device.

Alternatively, direct investment may be indicated. The Spanish Government, in general, welcomes foreign investment, especially in industries likely to expand employment possibilities and generate research effort and exports. But the complexities should not be under-estimated: the DTI or the Commercial Department of the British Embassy in Madrid should be consulted at an early stage.



Blast furnace 'Maria de los Angeles' built at Sestao by Davey Ashmore for Altos Hornos de Vizcaya.



A Shell drilling rig off the coast of Spain.

Invisibles including insurance, banking, consultancy, etc., offer yet another avenue of attack. Spain last year paid (net) £76 million across the exchanges under this head.

Trade fairs

Spanish trade fairs are switching their emphasis towards greater specialisation. British exporters have already arranged to participate in three Joint Ventures this year. At Barcelona in June, the Nuclear Forum will have a special exhibit. Other exhibitions will include scientific and medical equipment. In Bilbao in October 1973, there will be a British Technological Exhibition organised on behalf of DTI by Industrial and Trade Fairs International Ltd. In Vigo next year there is likely to be a Joint Venture at the World Fishing Exhibition.

As for inward missions, the British Chamber of Commerce in Spain is hoping to organise this coming June a group visit to the Machine Tool Show at Olympia by Spanish machine tool buyers.

'Spain is different'

This article is not a compressed handbook on exporting to Spain: exporting is too complex a professional operation to be treated thus. The message is simple and direct: Spain is not all sun, sand and the other, much publicised, tourist attractions. Behind the burgeoning package-tour business, the rest of the economy has been booming too. Spain is no longer a land of ox-carts and toiling peasants. 'Spain is Different' say the travel posters. Happily still true. But even in the villages, cottages sprout the ubiquitous TV aerial and commercials extol the wares of the mass consumption society. Change in Spain is not only on the plains: the industrial revolution affects virtually all aspects of life, including the livelihood of British exporters. Have another look at this growing market.

This article is one of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. The next article is the last in the series and will discuss the Canary Islands.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
March 3, 1972		
956,592	Smith Kline & French Laboratories	Trifluoromethyl 1, 4- benzodiazepine derivatives
1,018,454	Smith Kline & French Laboratories	Antibacterial and autifungal compositions
1,031,544	Smith Kline & French Laboratories	Phthalimides.
1,031,545	Smith Kline & French Laboratories	Derivatives of trifluoro-methylpthalic acid
1,034,490	Smith Kline & French Laboratories	N'-trimethylacetyl-N- phenyl-alkyl-sulfamides and -phenylcyclopropyl-sulfamides
1,075,300	Smith Kline & French Laboratories	N-substituted-5-sulfamoyl -4-trifluoromethyl-anthranilic acids
1,099,209	Smith Kline & French Laboratories	5-Sulfamoylanthranilic acid derivatives.
1,106,937	Smith Kline & French Laboratories	Selective sequential character printing devices.
March 8, 1972		
1,180,101	Electroacustic Gesellschaft mit beschrankter Haftung	Gramophone record players.
1,196,833	Centre Technique de Cuir	Process of and material for temporarily protecting the surfaces of articles of leather and any material capable of being used to replace leather.
1,205,845	Centre Technique de Cuir	A process of and material for finishing and colouring leather and materials, that may be used as substitutes for leather.
1,214,541	Agfa-Gevaert Aktiengesellschaft	Sub-standard size cine camera.
1,241,036	Roderich W. Graff	Laminated structural element and method of making the same.
March 6, 1972		
1,107,371	Matthias Spencer & Sons Ltd.	Tool retaining devices
1,139,083	Jaz S.A.	Tuning-fork gyrometers
1,134,506	Alfred Pitner and Nadella S.A.	Clutch control systems
1,142,686	Alfred Pitner and Nadella S.A.	Thrust bearings
March 10, 1972		
799,591	CURA Patents Limited	Improvements in or relating to solid-fuel combustion appliances
865,079	Square D Company	Improvements in or relating to control circuits for use with high flux density
1,019,063	Hawker-Siddeley Dynamics Holdings Limited	Improvements in or relating to electrical data storage apparatus
1,032,493	Square D Company	Control circuits for electrical discharge devices
1,130,464	Maschinenfabrik Oerlikon	Improvements in or relating to superconducting cables
1,134,906	Brown, Boveri & Company Limited	Withdrawable electrical switching apparatus. .
1,158,094	Societa' Italiana Resine S.p.A.	Process for producing Ethylene
March 17, 1972		
880,014	Hawker-Siddeley Dynamics Holdings Limited	Digital Computing engines

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from grating licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
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PREPARING FOR EUROPE—6

Research—the vital edge over competitors

This article is one in a series showing how firms are gearing themselves for the enlarged European Community. The series describes preparations being made by managements throughout Britain, in different industries and with labour forces ranging from tens to thousands. Each article deals with one or more aspects of 'Preparing for Europe'. The complete series will cover sales and marketing, design and production, purchasing, distribution, and implications for trade in home as well as export markets.

Company:	Fram Filters Ltd. (subsidiary of Fram Corporation, Rhode Island, USA)
Address:	Llantrisant, Pontyclun, Glamorgan
Products:	Oil, air and fuel filters for automotive industry. Gas and liquid industrial filters
Labour force:	900
Export sales:	33 per cent of turnover
Chief markets:	Worldwide except America and Far East (which are covered by parent organisation in USA)

MARKET analysis features strongly in Fram's preparations for EEC entry. Chairman Leonard Oxford, stresses the importance of surveying and researching the markets of Europe.

'Fram already sell throughout Europe. We have a sales company in Holland, which also serves West Germany, and manufacturing licensees in France, Italy and Spain. Nevertheless Fram commissioned several detailed surveys covering various aspects of selling to Europe.' The company regards these as giving valuable independent checks on conclusions drawn from its own operating experience.

Surveying the Community

Fram's surveys aim to show the precise requirements and preferences of the various European markets and if possible to predict future trends. They throw light on such things as pricing; where to concentrate marketing efforts; which new sectors to attack; the company's position vis-a-vis its competitors; effects of tariff realignments; marketing methods; existing distribution channels and the extent to which these are changing; and current forward potentials. All this is essential knowledge if Fram are to get the most out of the new competitive situation.

Every market, for example, has its own legislation covering commercial practices, price discount and competition structure. The barriers presented by the different standards in Europe will have to be studied, tackled and overcome.

Realignment of tariffs may mean rethinking purchases of raw materials or components for greatest profitability. European firms are already thinking along these lines and preparing themselves for Britain's entry. Fram have received enquiries from EEC firms who have previously bought only from within the Six and who are now looking into the possibilities of purchasing more cheaply from the UK.

Leonard Oxford considers that, 'Market research does not feature nearly strongly enough in the selling operations of many British firms. Even surveys costing thousands of pounds can be cheap in relation to the misdirected effort which might otherwise ensue. And there is a wealth of information already available from numerous sources. An effort to seek out the right material can save firms much time and expense later. It can also give them just that vital edge over their competitors.'

Some of the filters in Fram's comprehensive automotive range.

The home market

No survey of EEC prospects would be complete without a study of the possible effects of greater competition in the UK market. Fram are analysing present and possible future sales and gains by foreign competition in the home market.

This is particularly important in industries such as Fram's where the UK tariffs are higher than the EEC's Common External Tariff. Since January of this year, when the final cuts under the Kennedy Round were made, the CET for Fram's products is 6 per cent whereas the UK tariff is 13 per cent. Fram face strong competition. Some European competitors are already here but more will come as soon as Britain joins the Community.

New products

Another important aim of Fram's surveys is to seek out areas where new products can be profitably developed. Promising prospects now being researched include effluent and pollution control filters. The company has teams studying effluents that need cleansing. Some products are at present being tested in the US.

The next step will be to see what can be done to promote their sales in the EEC. As a result of these and other products in the field of anti-pollution which Fram are promoting under their 'Clean World of Fram' campaign, the company is ready to increase manufacturing facilities as the need arises.

On the spot

Fram consider it essential to get as near as possible to the

A Fram-equipped Ford Escort driven by Roger Clark competing in the Fram-sponsored international Welsh rally.

point of sale and to give as good a service as home manufacfacturers could give. They therefore have two European marketing companies, in Holland and Sweden.

The need to be 'on the spot' is particularly important on the industrial filters side of Fram's operations. Unlike filters for the automotive industry which can be sold effectively and energetically from the UK, industrial filters frequently need to be produced or adapted to customers' specific requirements. For this reason Fram have set up a technical drawing office for Europe in Holland, and recruited extra technical salesmen.

From this office teams are equipped to visit prospective customers and clients, make presentations, advise on designs and specifications, and provide technical drawings tailor-made for each client. Orders have increased considerably since these facilities were provided, proving the value of point-to-point and lively personal customer service.

Fram are working more closely with agents, while at the same time seeking to do more through the direct efforts of their overseas sales organisation after discussing tactics with the local agents. In its first year this policy brought a 50 per cent increase in sales to Belgium.

Enthusiasm

The need to prepare for Britain's entry into the EEC does not exist solely for firms without a foothold in Europe. Fram are a good example of this.

Mr. Oxford believes that, 'Through a reconstructed and intensified marketing programme based on the meaningful intelligence gathered from its surveys, Fram will be prepared not only to consolidate their existing position but to gain an increasing stake in the considerable potential available in the enlarged EEC.'

He adds, 'The growth of the EEC and the buying power of its inhabitants make Britain's entry a must.' For his own industry Leonard Oxford sees very good medium and long term prospects.

Fram intend to instil such enthusiasm into all their personnel. Their annual conventions are full-blooded in true American style. All export personnel from home and from the Continent, including agents, are invited to hear presentations on future policy, pricing, product developments, sales techniques, objectives, etc. At their next gathering, preparing for the European Community will dominate proceedings.

Imported goods—definition of value

THE Commissioners of Customs and Excise have had under consideration a Regulation recently adopted in the European Economic Community concerning goods imported for sale or other disposal, after further manufacturing or processing in the Community, under a foreign trade mark. The Regulation comes into force on May 1, 1972. Under it the imported goods will be treated as constituting a relatively negligible element in the product to which the trade mark is to be applied if their value (excluding the value of the right to use the trade mark) does not exceed 25 per cent of the total cost of production and, in such circumstances, the value of the right to use the foreign trade mark will not be taken into account in the value for duty.

The Commissioners have decided to apply this interpretation of the Definition of Value to goods imported into the United Kingdom also with effect from May 1, 1972.

Any importer who considers that a basis of value used at present for entering his goods to customs will be affected by this new arrangement should write to Valuation Division, Secretaries Office, HM Customs and Excise, Vintry House, Queen Street Place, London EC4R 1BQ, giving full details and quoting the appropriate reference number. Pending consideration of his position he should request clearance on deposit for duty of any importations of the goods concerned on and after May 1, 1972. This new arrangement does not affect importations before that date and any revised basis of value will be applicable retrospectively only to consignments cleared on or after May 1, 1972 on a deposit basis.

Plastics Association goes European

THE EFTA Plastics Association has become the Society of Plastics Associations in Europe. The Society comprises the plastics associations of Austria, Denmark, Finland, Norway, Portugal, Sweden, Switzerland, and the United Kingdom, all of whom were members of the EFTA Plastics Association, founded in 1961. Now other European plastics associations will be invited to join in the work of the Society.

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European Communities customs procedures: the background

1. Introduction

ONE of the principal foundations on which the EEC rests is its customs union. In joining the Community the United Kingdom will also be joining this customs union, participating in it in full when the last import duties and levies between Member States are abolished at the end of the transitional period. It would be necessary to adopt certain innovations and changes in our existing practices to come into line with our Community partners and, as usual when formulating changes in procedures, HM Customs and Excise will be consulting trade interests about the new procedures before they are introduced. These consultations will necessarily take place one by one in respect of particular procedures. The purpose of this article, by HM Customs and Excise, is to give a very general sketch of the complete background to serve as a landscape against which particular points can be seen in perspective and also to act as a reference source for checking on the significance of particular terms, for example, 'free circulation'. Further articles will appear, from time to time, on specific aspects of these procedures; the first of these, on 'The Community Transit System and Procedures' is expected to be published in two weeks time.

The institutions of the European Communities which administer the customs union: the Council of Ministers, the Commission of the European Communities and the European Court of Justice—and their roles were described in an article published in *Trade and Industry* on May 19, 1971, entitled 'Britain and the EEC—The Treaty of Rome: An outline of its principal provisions'.

2. The tariff

(*a*) When the EEC achieved customs union a common external tariff was adopted against goods from outside the Community. This tariff is generally known as the Common Customs Tariff (CCT) (also sometimes known as the Common External Tariff (CET)). The main four-figure headings in the CCT are similar to those in the United Kingdom tariff, since both are based on the Brussels Tariff Nomenclature (BTN); but naturally each contains its own sub-headings dictated by its own needs. The United Kingdom would move towards adoption of the CCT in full at the end of the transitional period (July 1, 1977 for industrial and some agricultural goods, January 1, 1978 for horticultural goods). Not only would it be necessary to adjust the duty rates in the United Kingdom tariff, it would also be necessary to change the wording and scope of the different sub-headings. To ensure a smooth transition, it is the intention to adopt the CCT sub-headings at an early stage, retaining within them where necessary the present United Kingdom sub-headings as further sub-divisions.

(*b*) A great deal of work is involved in creating a new United Kingdom tariff and it is not yet certain what its precise format will be. Apart from the complications of changing the headings and rates of duty there are problems about how the various preferential rates are to be indicated. Work is proceeding on these problems.

(*c*) A feature of the CCT which would be new to the United Kingdom is the extensive introduction of sub-headings which prescribe that the rate of duty depends on the use to which the goods are to be put, rather than their essential character. These are known as 'end-use' headings. Appropriate customs procedures are being devised to verify that goods entered under them are put to the prescribed use.

3. Tariff quotas

The EEC have tariff quotas whereas the United Kingdom has not. Under such quotas a limited amount of goods can be imported annually at a lower rate than the normal rate of duty, usually duty free (the limit can apply either to all or to particular sources). Most quotas are established on a Community basis and divided among Member States in accordance with past and likely future trade, or estimated need when precise trade statistics are not available. In many cases only part of a quota is at first distributed among Member States with the balance reserved for those first exhausting their initial annual shares. Member States administer their individual shares. Once goods are admitted under one Member's share they may be exported without restriction to other Member States, although they will be liable in this event to any transitional intra-Community tariffs. In certain cases Member States are authorised to establish national tariff quotas to meet the need for goods for which there is inadequate domestic production in the Community. In the accession negotiations the United Kingdom has been authorised to open a national quota for phosphorus. The shares of the United Kingdom in Community quotas and the administration of tariff quotas in the United Kingdom are still under consideration. In almost all cases the United Kingdom will participate in Community quotas from January 1, 1974.

4. Free circulation

Trade between the EEC Member States is based on the principle of 'free circulation'. Simply put, this means that if, so far as concerns duties, levies, import restrictions, and customs procedures, goods are free to circulate in one Member State they are free to circulate in all of them. To be more precise, goods are entitled to benefit from free entry from one Member State to another within the customs union if either the goods originate in a Member State (in the sense of having been wholly grown or produced there) or the goods themselves or the materials incorporated in them (whichever come from outside the Community) have borne in full the appropriate rate of import duty and/or agricultural levy. This principle would also govern trade between the Six original Member States and the acceding States during the transitional period, in the sense that if the goods are (for example) in free circulation in the United Kingdom, then they would qualify for the Community preferential rate of duty upon importation into France or another Member State.

5. Community transit

(*a*) The Community transit system fulfils two main functions. First of all, it indicates whether the goods covered by particular Community forms are in 'free circulation' (T2 form) or not (T1 form). There are variations of the T forms for particular circumstances but the principle is the same. Secondly it acts as a system of unified documentation for goods travelling in customs transit, a similar purpose to that served already by the TIR system for road traffic and the TIF system for rail traffic.

(*b*) A subsidiary function of the system is to serve for verification of the use made of goods or of their due arrival at a particular destination, for example those entered under 'end-use' tariff headings or those subject to verification of export from the Community (principally in connection with the payment of agricultural export restitutions).

(*c*) There are many and complex aspects of the Community transit system which will be dealt with in further articles from time to time. These matters will be discussed with interested trade bodies.

EEC/EFTA Information Unit at DTI

The EFTA Information Centre at the Department of Trade and Industry has now been expanded into the EEC/EFTA Information Unit.

EEC Information: The Unit is the Department's central inquiry point for general questions and, where necessary, will put inquirers in touch with appropriate specialists in the Department. Inquiries on specific matters, however, should continue to be addressed to the appropriate part of the Department dealing with the particular matter where this is known.

EFTA Information: The Unit will continue to disseminate information about the European Free Trade Association and to deal with general inquiries and advise on sources of more detailed information on EFTA. Copies of EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Unit.

The EEC/EFTA Information Unit is at DTI, 1 Victoria Street, London SW1H 0ET. Telephone: 01-222 7877. EEC Inquiries ext. 3579 or 2479, EFTA Inquiries ext. 2480 or 2479.

6. Origin

(*a*) Because it is governed by the principle of 'free circulation', there is no need for origin rules in connection with trade between Member States of the Community. However, origin rules are required for the preferential trade agreements between the EEC and third countries (see Preferences below) but these are set out in the agreement themselves.

(*b*) During the transitional period origin rules may be necessary for trade between the three EFTA adhering countries (United Kingdom, Denmark, Norway) and in trade between the United Kingdom and the Irish Republic, in order to maintain the existing free trade or preferential arrangements between them.

(*c*) There is need for a common definition of origin so far as concerns exports from the Community to third countries generally, and this is set out in Regulations; a common form of origin certificate is also prescribed.

7. Process inwards: compensatory levy

(*a*) The EEC has a common system for granting relief from import duty and agricultural levies for goods imported for processing and subsequent export out of the Community. The system is similar to that already operated in the United Kingdom under section 7 of the Import Duties Act 1958 and includes provision for equivalence and anticipation (credit against future importations of identical materials). Some changes will be necessary to adapt the United Kingdom system to that of the Community, including the replacement of Drawback Orders by authorisations (either general or individual) under the new system, and the change from a repayment to a remission system. The advantage of a remission system is that the trader does not have to finance the duty. Consultation with appropriate trade circles in this country has commenced and will be continued, so that the changes in procedure can be agreed.

(*b*) Customs unions do not permit relief from duty on imported goods which are to be re-exported within the union. Special arrangements are, however, to be made for the EEC transitional period in accordance with Article 45 of the Treaty of Accession. Relief will continue to be available during this period on exports to the Six; but where the relief is taken it is likely to attract, once a substantial cut in intra-EEC duties has been made, either the payment of a 'compensatory levy' or payment of the full external rate of duty on the goods when they enter the other countries of the Community. Further information about the details and mechanism of 'compensatory levy' will be issued separately.

8. Preferences

The Community has preferential trading relationships with several groups of countries; with 18 former colonies of the Six in Africa under the Yaoundé Convention; with Kenya, Uganda and Tanzania under the Arusha Convention; with the overseas dependencies and associated states listed in Annex IV to the Treaty of Rome; and with seven Mediterranean countries —Greece, Turkey, Morocco, Tunisia, Spain, Israel and Malta. In addition, the Community, like the United Kingdom, gives tariff preferences to a large number of developing countries under the Generalised Preferences Scheme, although the Community's scheme differs in a number of respects from that of the United Kingdom. Almost all of these preferential arrangements are supported by origin rules, which differ in detail from one arrangement to another but are generally based on the process rules of the Yaoundé Convention; the exceptions are the Community's agreements with Greece and Turkey which envisage full customs unions and are therefore based on the principle of 'free circulation' as in intra-Community trade.

These arrangements, subject to renegotiation in certain cases to take account of the enlargement of the Community, will apply to the United Kingdom in accordance with the terms laid down in the Treaty of Accession. At the same time various changes will take place in the United Kingdom's own preferential arrangements. Within the general movement of our duties towards the CCT, the United Kingdom's dependent territories will be associated with the enlarged Community, and for the developing Commonwealth countries of Africa and the Caribbean there will be special arrangements including the preservation if necessary of the *status quo* in our trade relations with these and the Yaoundé countries until 1975. Our trading relations with the members of EFTA who have not applied for membership of the Community will be determined by the agreements which these countries are currently negotiating with the Community. The Channel Islands and the Isle of Man will be treated in their trade with the Community on the same footing as the United Kingdom for Customs purposes, and where necessary, tariffs or trade between the United Kingdom and these islands will be

(*continued on next page*)

brought into line with the tariff arrangements between the United Kingdom and the rest of the Community.

9. Agriculture

(*a*) The Community operates a Common Agricultural policy (CAP). Trade is affected both at import and at export. The essence of the CAP is that market prices inside the Community are maintained within certain limits. These internal prices are normally higher than the world market price for the same commodity. Consequently imports attract an import levy (to raise their price towards the internal Community price); for general purposes import levies are treated in exactly the same way as import duties, and all Community instruments applying to duties apply equally to levies. Exports attract an export refund (to lower their effective price towards the world price). It is usually possible for both levies and refunds to be fixed in advance to permit forward contracts, though in certain situations this facility may be suspended. To achieve equality of competition with imported agricultural goods, it is also possible to obtain advance payment of export refunds on Community produce which is placed under the Customs system for process or lodged in a warehouse prior to export. There are of course conditions attached to this, such as the period within which export must take place.

(*b*) Consultations with the trade associations concerned in this country have already been initiated by the Ministry of Agriculture, Fisheries and Food, in co-operation with HM Customs and Excise.

10. Internal taxes

For historical and geographical reasons, the principal indirect taxes collected in the United Kingdom are in the form of customs duties on imported goods which correspond to the excise duties on home-produced goods. The Treaty of Rome requires that customs duties of this sort should be abolished and replaced by internal taxes, which are taxes charged on all goods of a specified kind, whatever their origin (compare the existing United Kingdom purchase tax). Accordingly it would be necessary to change, during the transitional period, the legal form (and in some cases, the structure) of the United Kingdom indirect taxes, which are now in the form of customs and excise duties. Detailed consultations on the changes involved will take place with the trade interests directly concerned. The protective elements which are contained within certain of the customs revenue duties would be adjusted in step with other tariffs.

11. Conclusion

This article has dealt generally with the matters of prime concern to HM Customs and Excise in connection with the EEC. Information about most of these matters will reach trade circles one way and another in the coming months. There are of course other matters which may also be explained, such as new statistical requirements, some relatively small changes to the rules on Customs valuation, minor adjustments to the warehousing rules, and so on. Consultation is already taking place regarding a Community Directive which makes available to importers a month's grace for the payment of import duties and agricultural levies. In all these discussions and consultations, this article may be of help in providing a thumb-nail sketch of the basic concepts and terms. If further information is required on any particular point, please contact the European Communities Division, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3 (Tel: 01-626 1515, Ext. 3055).

Chrysler-France of Poissy have placed a further £10,000 order with Moon Brothers Ltd., of Birkenhead for seaming equipment for the manufacture of motor-car silencers. Delivery of the equipment—a 4SZ semi-automatic double seaming machine—is scheduled for mid-1972. Seen examining a silencer at Moon Brothers' factory are (left to right): Mr. G. Taylor, sales director, Moon Brothers; M. Janvier and M. Besley of Chrysler-France; and Mr. K. Hartley of Moon Brothers.

Aerospace Minister welcomes moves towards European aerospace industry

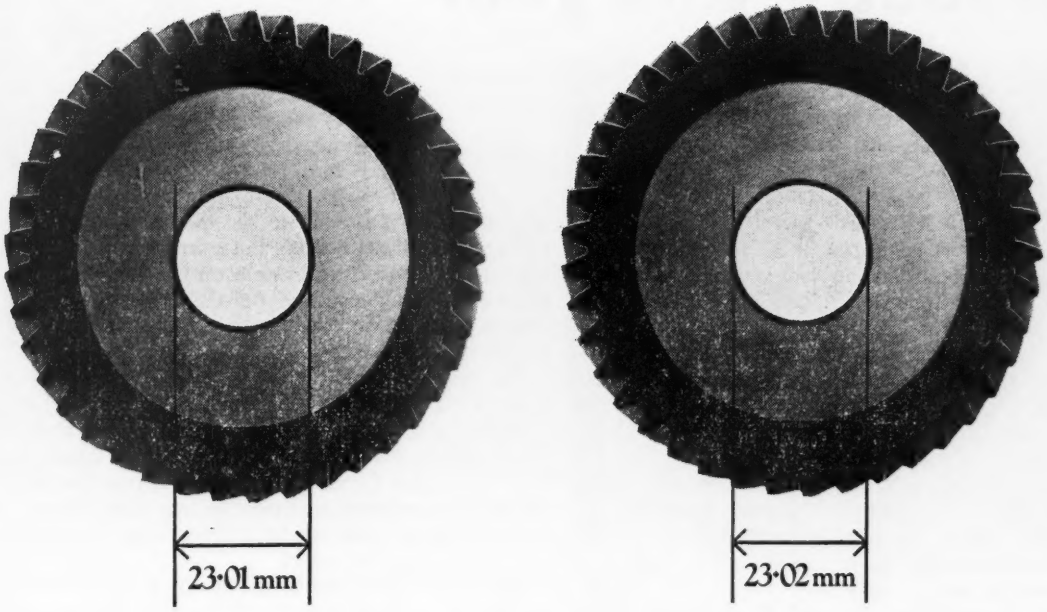
MR. Michael Heseltine, Minister for Aerospace, speaking at a British Government dinner at Hanover on April 22, welcomed the latest moves towards the eventual establishment of a truly international aerospace industry in Europe. Mr. Heseltine was representing the British Government at the Hanover Air Show and the Trade Fair.

After referring to the Multi-Role Combat Aircraft, in which Britain, Germany and Italy are participating, the Minister said that in the civil field, the British and Federal German Governments were co-operating with the firms concerned in the VFW 614 project, and a British firm was carrying out an important part of the work on the European airbus. British engines powered the VTOL experimental VAK 191B aircraft. There could be no doubt that the impetus within the industry was towards closer collaboration—and another perhaps more radical initiative was the proposal that a consortium of European aero-engine companies should be created for the purpose of fostering joint projects.

'If one thing has marked Anglo-German collaboration in the aerospace field in the last few years it has been our increasing respect and admiration for our German colleagues,' said Mr. Heseltine. 'It is small wonder that the British aerospace industry is so strongly represented at the air show here today.

'The development of faster travel has shown the need for closer collaboration between nations, and Concorde is a triumphant demonstration of what such collaboration can achieve. It is fitting that Concorde 002's first journey beyond the confines of Britain and France should have followed the signature by the United Kingdom earlier this year of the Treaties of Accession to the European Communities which we hope will pave the way to even closer collaboration in the future. It is fitting too that this journey should have been to Hanover, which not only has many historic links with the United Kingdom, but is also the twin town of Bristol where 002 was assembled.'

The Minister for Aerospace attended the British Day fly-past at the Air Show on April 23, and visited the Hanover Trade Fair on April 24.



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Ninety Queen's Awards to Industry this year

THE Queen's Award to Industry has been made to 90 concerns this year—72 for export achievement, 17 for technological innovation and one for outstanding achievement under both criteria. Award winners come from a wide spread of industrial and commercial activity and size of company.

Twenty-two of this year's awards go to companies previously recognised, and under the closely controlled terms of the Queen's Award winners may display their new awards with their previous awards. Since the first awards in 1966, 688 have been made. The 200 recipients of the first two years may no longer display the award unless they have another award since.

No unit has received an award in all seven years (though different divisions of ICI Ltd. and different members of the GEC Group have succeeded each year). Two units honoured this year have also received awards in five previous years: they are Glaxo Laboratories Ltd. and the Pharmaceuticals Division of ICI Ltd. Decca Radar has won awards four times previously, four units have won three awards and five have succeeded on two previous occasions.

The number of applications—1,147 this year—was lower than the two previous years, but the technological-innovation applications were at their lowest ever, although the awards in this category were up on last year.

The Queen's Award to Industry differs from personal Honours, in that it is given to the industrial unit as a whole—management and employees working as a team. The McFadzean Committee that reviewed the award in 1970 suggested that it is akin to the 'battle honour' given to a military unit. Units holding the award are entitled to fly the flag and to display the emblem on the packagings of goods produced in this country, on the goods themselves, and articles used by employees such as lapel badges, neck ties, cuff links and brooches.

The award is formally conferred by a Grant of Appointment, and is symbolised by a representation of the emblem cast in stainless steel and encapsulated in a transparent acrylic block. Presentations will be made on behalf of the Queen over the next few weeks. Experience in previous years has shown the success of the presentation ceremonies, which are held locally so that many of those who have contributed to the outstanding achievement can be present.

The awards are made on the advice of the Prime Minister, assisted by an Advisory Committee which includes representation of industry and commerce (including the trades unions). The members of the Advisory Committee in 1972 were: Sir William Armstrong (chairman) (Head of the Home Civil Service); Sir Peter Allen; Mr. W. Ernest Haynes (representing the Trades Union Congress); Sir Cyril Kleinwort (chairman, Committee on Invisible Exports); Sir Arnold Lindley (chairman of the Council of Engineering Institutions); Lord Nelson of Stafford; Sir Antony Part (Permanent Secretary, Department of Trade and Industry); Sir John Partridge (president, Confederation of British Industry); Lord Thorneycroft (chairman of the British Overseas Trade Board).

The FAER5 turret truck made by Lansing Bagnall Ltd.—for export achievement and technological innovation.

Coles Hydra truck 150T telescopic boom crane of Coles Cranes Ltd. on a Helsinki building site—for export achievement.

The Queen's Award to Industry 1972

Her Majesty the Queen has been graciously pleased to confer Her Award in 1972 upon the following industrial units in recognition of their outstanding achievements in exporting goods or services or in technological innovation, or in both:

For export achievements

Acrow (Engineers) Ltd., London, W.2—Steel formwork, shoring, scaffolding and bridging.

The Cryogenic Systems Division of Air Products Ltd., New Malden, Surrey—Cryogenic process plants.

Allied Colloids Manufacturing Co. Ltd., Bradford, Yorkshire—Industrial chemicals.

Aveling-Barford Ltd., Grantham, Lincolnshire—Road rollers, dump trucks, motor graders and tractor shovels.

Aviation and General Insurance Co. Ltd., London, E.C.3—Aviation insurance and re-insurance.

Ayala Designs Ltd., Ickenham, Middlesex—Pre-fabricated buildings (replicas of historic styles), furnishings and furniture.

Badalex Ltd., Weybridge, Surrey—Automatic machinery for lamp manufacture and for electronic component assembly.

The Pharmaceutical Division of Beecham Group Ltd., Brentford, Middlesex—Human and veterinary prescription medicines.

Bibby Line Ltd., Liverpool—Shipping.

The Bowthorpe Power Equipment Division of Bowthorpe-Hellermann Ltd., Bridgend, Glamorganshire—High voltage electrical transmission equipment.

Brefcon International Ltd., London, E.C.4—Process plant for the oil and petrochemical industries.

British Caledonian Airways (Charter) Ltd., Horley, Surrey—Charter aircraft services.

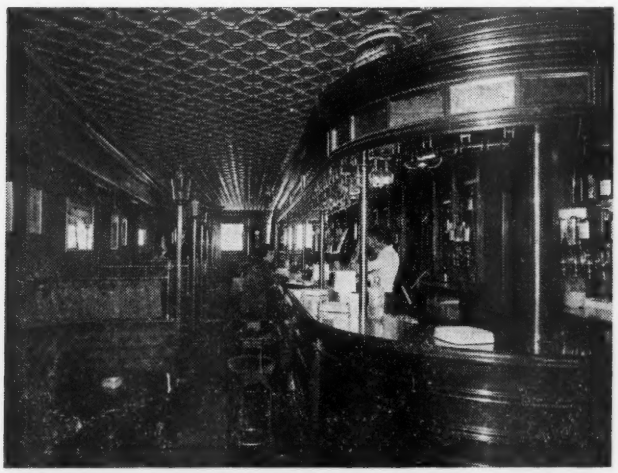
The Machine Tool Division of Brown and Sharpe Ltd., Plymouth, Devonshire—Machine tools.

John Brown Engineering (Clydebank) Ltd., Clydebank, Dunbartonshire—Industrial gas turbines.

Burlington Fabrics (Holdings) Ltd., Caerphilly, Glamorganshire—Knitted man-made fibre textiles.

Carding Specialists Co. Ltd., Halifax, Yorkshire—Carding machinery for cotton and synthetic textiles.

Cawoods Refractories Ltd., Belvedere, Kent—Refractory materials.



Interior of the Duke of Wellington pub in Geneva, an example of an Ayala Designs Ltd. prefabricated replica building—for export achievement.

Centri-Spray Ltd., Croydon, Surrey—Automatic handling and processing equipment for industry.

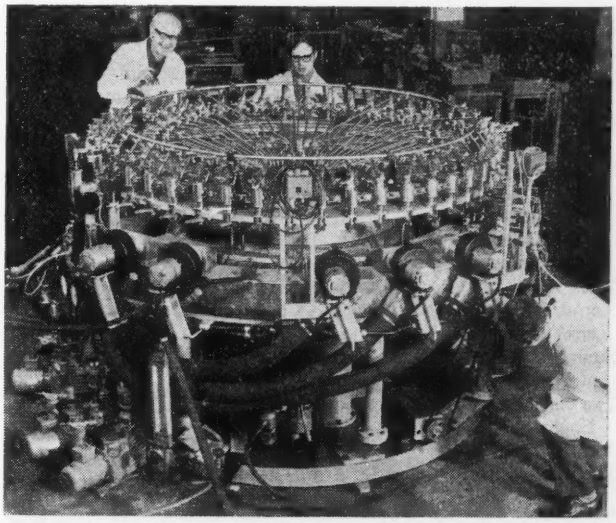
The Steel Division of George Cohen Sons and Co. Ltd., London, W.12—Steel products.

Coles Cranes Ltd., Sunderland, Co. Durham—Mobile cranes.

Concord Lighting International Ltd., London, E.C.1—Lighting equipment.

Cosalt Caravans Ltd., Grimsby, Lincolnshire—Caravans.

Courtaulds Ltd., London, W.1—Man-made fibres, textiles, chemicals, plastics, paints and packaging materials.



A Badalex Ltd. quartz halogen exhaust machine being completed for an overseas order—for export achievement.

Crown Staffordshire China Co. Ltd., Stoke-on-Trent, Staffordshire—Bone china.

Darlington and Simpson Rolling Mills Ltd., Darlington, Co. Durham—Light rolled steel sections.

Donaghadee Carpets Ltd., Donaghadee, Co. Down—Tufted carpets.

G. G. Ellison Ltd., Morley, Yorkshire—Hydraulic filters.

Ellison Circlips Ltd., Harden, Yorkshire—Circlips and retaining rings.

Fletcher and Stewart Ltd., Derby—Sugar machinery.

Foden Ibex Ltd., Spratton, Northamptonshire—Leather and suede clothing.

Glaxo Laboratories Ltd., Greenford, Middlesex—Pharmaceuticals, infant and invalid foods.

Guildway Ltd., Guildford, Surrey—Timber-framed manufactured housing.

Gunson's Sortex Ltd., London, E.3—Electronic colour sorting equipment.

Sir William Halcrow and Partners, London, W.11—Civil engineering consultants.

John Harvey and Sons Ltd., Bristol—Fortified wines.

Hawker Siddeley Electric Ltd., London, W.C.2—Electrical equipment for industry and power supply.

The Automotive Components Division of Quinton Hazell (Holdings) Ltd., Colwyn Bay, Denbighshire—Motor vehicle replacement parts.

The Pharmaceuticals Division and the Catalyst Group of the Agricultural Division of Imperial Chemical Industries Ltd., Macclesfield, Cheshire (Pharmaceuticals Division); Billingham, Co. Durham (Catalyst Group of Agricultural Division)—Pharmaceutical products and heterogeneous catalysts.

Inchcape and Co. Ltd., London, E.C.3—General merchants.

Justerini and Brooks Ltd., London, S.W.1—Scotch whisky.

Lewmar Marine Ltd., Havant, Hampshire—Winches and yacht fittings.

The Marconi International Marine Co. Ltd., Chelmsford, Essex—Marine electronic communications and navigational aids.

Markon Engineering Co. Ltd., Oakham, Rutland—Alternators.

Medelec Ltd., Woking, Surrey—Electrophysiological instruments.

Model Toys Ltd., Shotts, Lanarkshire—Plastic moulded toys and models.

Motherwell Bridge (Holdings) Ltd., Motherwell, Lanarkshire—Capital equipment for the oil, chemical and gas industries.

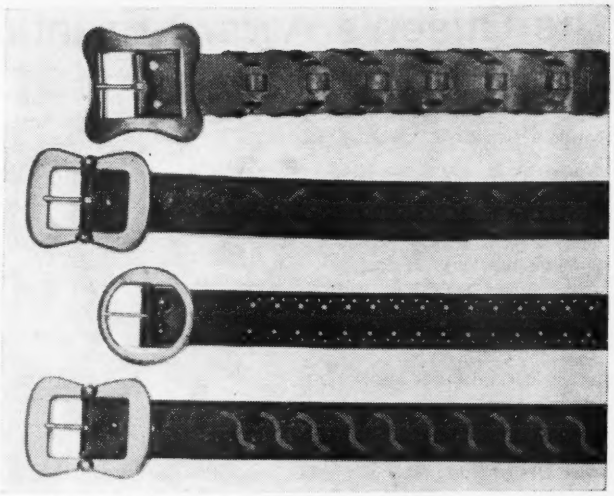
(*continued on next page*)

QUEEN'S AWARD
continued

The National Cash Register Co. (Manufacturing) Ltd., Dundee—Cash registers, computers, accounting and adding machines.
Offshore Marine Ltd., Great Yarmouth, Norfolk—General service to offshore drilling rigs.
Oxford Air Training School, Kidlington Oxfordshire—Air crew training.
The Oxford Instrument Co. Ltd., Oxford—Scientific equipment and instruments.
Paterson Ewart Group Ltd., London, E.C.4—Merchants (engineering products, communications equipment and consumer goods).
The Phoenix Assurance Co. Ltd., London, E.C.4—Insurance underwriters.
Power-Gas Ltd., London, W.1—Process plant engineers (design and supply of plant for chemical, oil refining, metallurgical and gas industries).
Racal-Mobilcal Ltd., Reading, Berkshire—Portable radio transmitters/receivers.
Rank Xerox Ltd., London, N.W.1—Xerographic equipment.
Rowntree Mackintosh Ltd., York—Chocolate and sugar confectionery.
Saunders Valve Co. Ltd., Cwmbran, Monmouthshire—Industrial stop valves and centrifugal pumps.
The Engineering Division of Selection Trust Ltd., London, E.C.2—Engineering design and construction management services for mining plant.
Sherwood Medical Industries Ltd., Crawley, Sussex—Hypodermic syringes, needles, catheters and instruments.
The Skyvan Division of Short Brothers and Harland Ltd., Belfast—Aircraft.
Hugh Smith (Glasgow) Ltd., Glasgow—Machine tools and shipyard plant.
Stibbe Machinery Ltd., Leicester—Circular knitting machines.

The Rank Xerox 4000 copier from the Rank range of Xerographic equipment—for export achievement.

The Marine Division of Stone Manganese Marine Ltd., London, S.E.7—Ships propellers and other marine equipment.
Taylor Woodrow International Ltd., London, W.5—Civil engineering contractors.
Turner Machinery Ltd., Bramley, Yorkshire—Tanning and plastics injection moulding machinery.
R. Twining and Co. Ltd., Andover, Hampshire—Tea and coffee.
James Walker and Co. Ltd., Woking, Surrey—Industrial packings, jointings, seals and gaskets.
John Walker and Sons Ltd., London, S.W.1—Scotch whisky.
The Walmsley (Bury) Group Ltd., Bury, Lancashire—Paper and paper board making machinery.

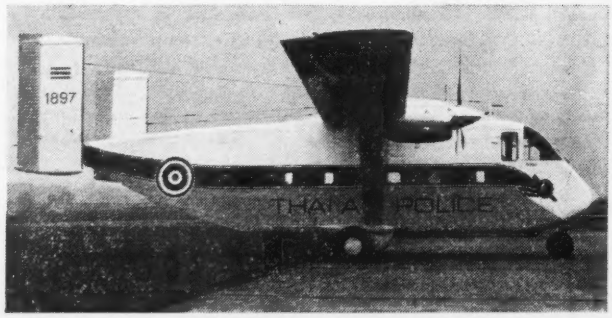


Leather belts from the Foden Ibex Ltd. range of suede and leather clothing—for export achievement.

The Dietetic Foods Division of Wander Ltd., London, W.1—Food beverages.
Warner Swasey Asquith Ltd., Halifax, Yorkshire—Machine tools.
Wood Bros. (Furniture) Ltd., Ware, Hertfordshire—Reproduction period furniture.

For technological innovation

Biorex Laboratories Ltd., London, N.1—Development and production of the drug Carbenoxolone Sodium for the treatment of ulcers.
The British Leather Manufacturers' Research Association, Egham, Surrey—Removal of sulphides from trade effluents.
The Management Services Department of the British Overseas Airways Corporation, Hounslow, Middlesex—'BOADICEA' real-time computer system by the computer development group.
Concrete Ltd., Hounslow, Middlesex—Precast concrete floors.
Cossor Electronics Ltd., Harlow, Essex—Secondary surveillance radar for air traffic control.
Crosfield Business Machines Ltd., Watford, Hertfordshire—The high speed feeding and sorting of documents.
Crosfield Graphic Equipment Ltd., London, N.19—'Magnascan' 450 enlarging colour picture scanner for the printing industry.
Decca Radar Ltd., London, S.E.1—The Decca 66AC anti-collision radar.
The Dunlop Angus Hose Group of Dunlop Ltd., Gateshead, Co. Durham—High-pressure wire-braided hydraulic hose.
Ferodo Ltd., Chapel-en-le-Frith, Derbyshire—Production of drum brake linings.
The Scottish Group of Ferranti Ltd., Edinburgh—Automated draughting equipment.
Metals and Alloys (Birmingham) Ltd., Sutton Coldfield, Warwickshire—Manufacture of finely divided metal powders.
The Post Office Telecommunications Research Department—London, N.W.2—Transistors for submarine telephony.
Raychem Ltd., Swindon, Wiltshire—Termination of high voltage power cables using heat shrinkable plastic components.



Short's Skyvan 3 light STOL transport—for export achievement.

QUEEN'S AWARD
continued

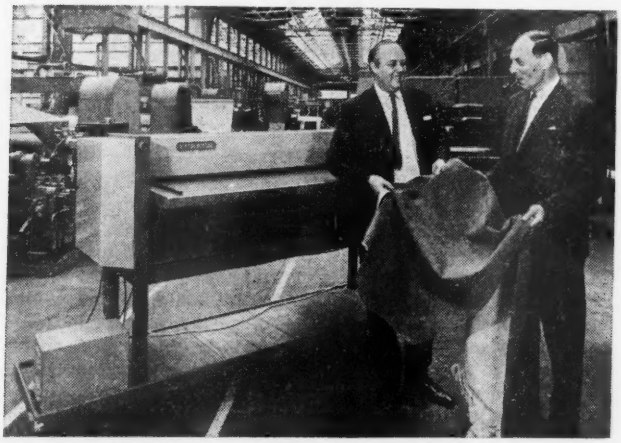
John and E. Sturge Ltd., Birmingham—Production of citric acid.
Thorn Lighting Ltd., London, W.C.2—Tungsten halogen lamps.
Wickman Scrivener Ltd., Birmingham—Wickman Scrivener 345 internal grinding machine.

For export achievements and technological innovation

Lansing Bagnall Ltd., Basingstoke, Hampshire—Turret fork lift trucks.

The criteria for the award are those provided in paragraph 35 of the McFadzean Report, as follows:

(i) A substantial and sustained increase in export earnings to a level which is outstanding for the products or services concerned and for the size of the applicant unit's operations. Account will be taken of any special market factors described in the application. Applicants for the Award will be expected to demonstrate the basis of the achievement (eg improved marketing organisation or new initiative to cater for export markets) and this will be taken into consideration. Export earnings considered will include receipts by the applicant unit in this country from its exports of goods produced in this country, and its provision of services to non-residents, after deduction therefrom of overseas expenses incurred other than marketing expenses. Income by profits (after overseas tax) remitted to this country from the applicant unit's direct investments in its overseas branches, subsidiaries or associates in the same general line of business will be taken into account, but not receipts by profits on other overseas investment or by interest on overseas loans or credits.



Mr. John Winterbottom, chairman and managing director of Turner Machinery Ltd., makers of tanning and plastics injection-moulding machinery, with sales director Roy Pettifer (left)—for export achievement.

(ii) A significant advance, leading to increased efficiency, in the application of technology to a production or development process in British industry or the production for sale of goods which incorporate new or advance technological qualities.

Skylark rocket's role in examining earth's resources

—Mr. Michael Heseltine

THE Skylark rocket successfully launched from Woomera on March 27 had demonstrated for the first time the use of this British sounding rocket as a means of examining the earth's natural resources from high altitude, said Mr. Michael Heseltine, Minister for Aerospace, introducing a Press conference at the Department of Trade and Industry on April 18.

'In recent years, photographs taken on the American Gemini and Apollo missions have brought home to us all how clearly the features of this earth can be seen from space—especially geological formations and vegetation,' he said, 'The importance of this new information about the earth and its resources is being appreciated increasingly by both advanced and developing countries.

'As a means of remote sensing, Skylark will provide an inexpensive alternative to aircraft and satellites for those countries that seek to know more about the potentialities of their own territory. The photos it brought back from almost 200 miles up (higher for example than the Gemini flights) tell their own story.

'Skylark already has a long history of scientific experiments to its credit and a record of reliability second to none. We have every hope that it will repeat this success in its new role.'

The Minister also said that a thorough review of the National Space Technology Programme was in progress, and he hoped that in a few week's time he would be able to say more about it.

Project management

The Minister of Defence (Procurement Executive) has been responsible for the management of the project. The rocket payload was built and equipped with instruments and special cameras by the Royal Aircraft Establishment, Farnborough, with the main rocket sub-assemblies and motors being supplied by the British Aircraft Corporation who are Skylark prime contractors. The launch took place from Woomera under the joint arrangement that exist with the Australian Government for use of the range.

Specially selected test areas in South Australia were photographed by cameras in the rocket at altitudes of between 150 and 190 miles. Instruments and the cameras were recovered and evaluation of the data they contain is being carried out by the University of Reading and the Commonwealth Scientific and Industrial Research Organisation with co-operation from the South Australian Mines Department.

The project was sponsored by the Department of Trade and Industry as part of its National Space Technology Programme (NSTP). This Programme which plays a major part in DTI's sponsorship of the UK space industry, involves the development of new space techniques, systems and components. Its purpose is to give the industry greater experience in the field and thus enable it to compete more effectively in world markets.

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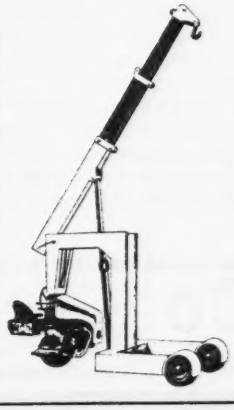

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'UK could be important source of non-ferrous metals'

—Mr. Anthony Grant

BRITAIN, where major off-shore discoveries of gas and oil have already been made, could become an important source of non-ferrous ores and industrial minerals, Mr. Anthony Grant, Parliamentary Under Secretary of State for Industrial Development, said in London on April 17.

Opening the fourth international Geochemical Exploration Symposium, Mr. Grant said that many important mining companies were taking a keen interest in Britain's potential as a source of these ores and minerals such as potash which has not to any great extent been mined here. Developments in metallurgy and mineral processing during the past 15 years now make it economic to extract low-grade disseminated ore deposits and those higher grade deposits with complex mineralisation which were previously thought to be unworkable.

'The geology of this country is probably more varied than that of any other country of comparable size and scientific opinion suggests that we have substantial resources of hidden ore deposits which could support major new mines. With the aid of geochemistry, supplemented by matching geophysics, these deposits can now be detected well below the surface. In North Aberdeenshire geochemistry has made a valuable contribution. In this case, mining companies became interested in an area with no previous history of mining through anomalous metal values being recorded in the results of a general soil investigation carried out by the Macaulay Institute.

'Successive Governments in this country have been concerned to encourage companies to use these techniques and to help them to open new mines. Last year the Wheel Jane tin mine in Cornwall opened. This is the first major new metal mine in the UK for 50 years. A major new potash mine is also under construction in North Yorkshire.'

Referring to the work of the geochemical division of the Institute of Geological Sciences Mr. Grant said: 'One of its major tasks has been a Uranium Reconnaissance Programme which is now entering its fifth year. As a result, a new uranium province has come to light in Northern Scotland and is being further investigated by mining companies, to ascertain whether grade and tonnages of ore are sufficient to sustain production. Following the success of the uranium programme, the Institute have commenced a regional geochemical survey in Scotland aimed at identifying areas which offer the promise of economic deposits of a wide range of elements.'

The Industrial Development Executive

On the work of the new Industial Development Executive, Mr. Grant said: 'One of its functions will be to administer incentives for investment including investment in the mining industry. Your meeting thus coincides with an important step for industrial development in this country.

'It is particularly appropriate that the Symposium should be held here in London. Much of the pioneer work on the application of geochemical techniques to search for mineral deposits was carried out by Professor Webb and his colleagues at Imperial College. Furthermore, the British Isles have a long history of mining and there has been a considerable revival of interest here particularly in metal mining in the course of the last decade. As you probably know, at one time the United Kingdom was the world's leading supplier of copper and tin but as our more easily accessible deposits were worked out our domestic metal mining industry declined and, apart from a few tin mines in Cornwall, production of metal ores virtually ceased.

'The Industrial Development Executive will do all it can to help the industry to explore for and to establish new mines in this countre We recognise the problems of exploration for the more valuably minerals and the exceptional and unavoidable risks that it involves. Contributions are available towards approved expenditure incurred in exploring for and evaluating mineral deposits in Great Britain. For the ores of non-ferrous metals and for fluorspar, barium minerals and potash up to 35 per cent of qualifying costs, including geochemical and geophysical surveys, may be paid. The qualifying costs relate to work on both exploration and the evaluation needed to enable a decision to be taken on the viability of an orebody.

'Substantial grants and other assistance will be available for investment in the development and special development areas and will be available towards the cost of investment in mining works and new mines. This will apply even though the minerals concerned are outside the scheme I have just mentioned.

'Other measures recently taken to encourage investment in the assisted areas allow foreign-owned UK companies to borrow sterling in the UK without limit for new direct investment in the assisted areas. The most promising locations geologically for the more valuable minerals, such as the non-ferrous metals, lie in the development areas and the recently announced investment incentives should be of considerable assistance to companies undertaking mineral development in the United Kingdom.

'The clear message is that the United Kingdom has many advantages for companies, including overseas companies, who are considering possibilities for new exploration programmes.'

Members of the Chinese Mechanical Engineering Society on the test stand at John Brown Engineering (Clydebank) Ltd. The party was on a month's tour of British firms, as guests of the British Electrical Appliances Manufacturers' Association. John Brown Engineering recently secured a £3.5 million order from China for five 20 MW package gas turbine power plants.

Reducing noise exposure in industry

A CODE of Practice† now published recommends ways of reducing noise exposure in industry. It gives advice on how to keep noise within specified limits and how to protect workers who are exposed to noise above these limits.

The Code recommends that management should aim to reduce noise emission at source. Where this cannot be done, or where noise cannot be reduced to suitable levels, it recommends that areas should be identified in which ear protection is required. Entry into these areas should be controlled and individual ear protection provided for everyone entering them.

† Code of Practice for reducing the exposure of employed persons to Noise (HMSO, 52½p, by post 56p).

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the total distribution for 1971 is 10.5p per share – £6.3 million – an increase of 14.75% on last year.

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one new 5p share will be issued for each 5p share held at the close of business on 24th April 1972 by capitalising £3 million.

Record bonuses
a total of £39.8 million is allocated to all classes of 'with profit' policyholders compared with £18 million in 1970.

Capital appreciation
£34 million of the capital appreciation in the long term funds is allocated to shareholders and policyholders.

Premium income—U.K.
ordinary life premium income is up 25% on last year, and general business is up 45%.

During 1971 Legal & General has continued to expand ordinary life and general business in the U.K. This expansion can be seen in the figures quoted above. Pensions business still remains a very large proportion of our total business.

As the leading pensions office in the U.K., Legal & General welcomes the Government's declared aim in the White Paper 'Strategy for Pensions' but seeks an alternative 'recognition test' for exemption from the State reserve scheme.

New pensions contracts have been well received by the market and our Earnings-Related Pension Plan is in exactly the right form for the employer who wishes to apply for his scheme to be recognised.

Our subsidiary company Legal & General Assurance (Pensions Management) which runs the new managed fund contract has had a successful year with every prospect that 1972 will produce even more rapid growth.

The new unit trust, Legal & General-Tyndall Fund, and a new company, Legal & General (Unit Assurance), formed to underwrite the life assurance element of the 'Stockbuilder' Plan, both made a promising start in their first year of operations.

The Society faces the future with great confidence. The planned expansion of general and ordinary life business, the success of our new pensions contracts and the improving climate which we expect for developing our pensions business, all point to a successful future.

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Copies of the Report and Accounts for 1971 may be obtained from the Secretary, Legal and General Assurance Society Limited, Temple Court, 11 Queen Victoria Street, London, EC4N 4TP.

Minister gives detailed information on value of regional incentives

IN three lengthy Parliamentary answers, Mr. Christopher Chataway, Minister for Industrial Development, has given detailed information on the value to industry of the recently announced regional incentives. He published a table comparing the discounted value to industry, as a percentage of the cost of investment, of the new investment incentives set out in the White Paper, Industrial and Regional Development, Command Paper No. 4942, and of the previous two investment incentives systems operating at October 26 and from October 27, 1970, respectively, distinguishing between assisted and non-assisted areas.

The information in the table (Table 1) is for both plant and machinery and industrial buildings. Since the discounted value for industry's investment projects will vary according to the mix of plant and buildings in each project, the table also contains for illustration a typical example. The Minister emphasised that the figures should be read in conjunction with the notes, since the figures alone cannot entirely reflect all the differences between the three incentive systems nor the benefits to industry of the Government's other fiscal and economic measures introduced in the last 18 months.

He also published a table (Table 2) to show what proportion of the net present value to industry of the new investment incentive system outlined in the White Paper was profit-related, showing comparative figures for the net present values of the two incentive systems in operation at October 26 and from October 27, 1970, respectively.

Table 2 gives the figures in the form of percentages of the total net present value in each case, for both plant and machinery and industrial buildings and also for an investment project containing a typical plant/buildings mix. The table reflects the fact that the availability of grants is unaffected by whether a firm is profitable or not, whereas the benefit of tax allowances depends on a firm's profit position. 'As the table shows, the post-October 1970 and new systems are generally substantially more profit related than the pre-October 1970 system,' said Mr. Chataway.

At the same time, the Minister published a table (Table 3) comparing the differential between the discounted value to industry in development areas and non-assisted areas of the new investment incentives set out in the White Paper and of the previous investment incentive systems operating at October 26 and from October 27, 1970, respectively.

Table 3 is in the form of percentages of the cost of investment. The figures should be read in conjunction with the notes, since the figures alone cannot entirely reflect all the differences between the various incentive systems nor some variable factors which can affect comparisons. 'With this qualification, it is clear that the regional differential in favour of investment in Development Areas is generally greater under the new system than under either of the previous systems,' said the Minister.

TABLE 1: comparing the net present value of grants and tax savings from capital allowances, as percentage of cost of investment, for the pre- and post-October 27, 1970 incentive systems and the new (March 1972) incentive system

	Pre-October 1970 system	Post-October 1970 system	New system
New plant and machinery only (1)			
Eligible for grant under pre-October 1970 system			
National and Intermediate Areas	36.1-39.6(2)	31.9	33.9
Development Areas	49.8-52.4	33.9	52.9
Special Development Areas	49.8-52.4	33.9	54.8
New plant and machinery only (1)			
Ineligible for grant under pre-October 1970 system			
National and Intermediate Areas	26.4-29.6	31.9	33.9
Development and Special Development Areas	26.4-29.6	33.9	33.9
Secondhand plant and machinery			
All areas	26.4-29.6	31.9	33.9
Industrial buildings only			
National	22.2	22.2	24.9
Derelict Land Areas	22.2	22.2	43.9
All Assisted Areas (if ineligible for LEA grant)	24.9	24.9	43.9
Intermediate Areas (attracting a full LEA grant)	41.4	41.4	43.9
Intermediate Areas (attracting a full higher LEA grant)	48.0	48.0	43.9
Development Areas (attracting a full LEA grant)	41.4	48.0	43.9
Development Areas (attracting a full higher LEA grant)	48.0	54.6	43.9
Special Development Areas (attracting a full LEA grant)	41.4	48.0	45.8
Special Development Areas (attracting a full higher LEA grant)	48.0	54.6	45.8
A typical industrial investment project containing both plant and machinery and industrial buildings(3)			
National	33.3-36.1(2)	30.0	32.1
Derelict Land Areas	33.3-36.1	30.0	35.9
Intermediate Areas (no LEA grant)	33.9-36.7	30.5	35.9
Intermediate Areas (full LEA grant)	37.2-40.0	33.8	35.9
Intermediate Areas (full higher LEA grant)	38.5-41.3	35.1	35.9
Development Areas (no LEA grant)	44.8-46.9	32.1	51.1
Development Areas (full LEA grant)	48.1-50.2	36.7	51.1
Development Areas (full higher LEA grant)	49.4-51.5	38.0	51.1
Special Development Areas (no LEA grant)	44.8-46.9	32.1	53.0
Special Development Areas (full LEA grant)	48.1-50.2	36.7	53.0
Special Development Areas (full higher LEA grant)	49.4-51.5	38.0	53.0

(1) Excluding motor cars, ships, computers and assets used in scientific research, for which there were or are special arrangements.

(2) Where a range of figures is given, they relate to the lowest (15 per cent) and highest (25 per cent) of the old writing down allowances. There was an intermediate rate of 20 per cent, but the average rate was between 16 per cent and 17 per cent so the *lower* net present value figure is the more typical.

(3) The ratio of plant to buildings is 4 : 1, which is about the average for investment projects by manufacturing industry in 1970. It has been assumed, for illustrative purposes, that the plant element qualified for both investment grants (pre-October 1970 system) and regional development grants (new system).

Assumptions

i Rate of discount 10 per cent.

ii 21-month delay for tax; 12-month delay for investment grants and LEA grants; 6-month delay for regional development grants.

iii Firms have sufficient profit to take advantage of tax allowance as early as possible (but see Notes to table 1).

iv Life of assets: industrial buildings in excess of 22 years; plant and machinery 10 years (if written down at 25 per cent) or 20 years (if written down at 15 per cent). The undepreciated balance on plant and machinery taken as a balancing allowance.

v All assets brought into use in the year when expenditure was incurred in their purchase.

vi Grants and allowances at the rates in force at the end of the pre- and post-October 1970 systems. For this reason, figures for all three systems are calculated with Corporation Tax at 40 per cent. During most of the time the pre-October 1970 system operated (ie in respect of expenditure incurred between January 17, 1966 and October 26, 1970 inclusive), Corporation Tax was at 42½ per cent or 45 per cent.

NOTES TO TABLE 1: Significant differences between incentives systems not reflected in the table

(a) The reflationary economic and fiscal measures introduced since October 1970. These include cuts in Corporation Tax, reductions in Income Tax, Purchase Tax and SET, cuts in Bank Rate, abolition of consumer credit controls, acceleration of capital expenditure by the nationalised industries, and increased public expenditure on the infrastructure.

(b) Selective assistance under the new system. As the White Paper stated, the Government are seeking new powers to provide selective assistance more widely than hitherto in the assisted areas. It is proposed that such help should be available for the modernisation of industry as well as for projects providing additional employment. This assistance would also be available in Intermediate as well as in Development and Special Development Areas. It is also intended to take powers making selective assistance available in certain circumstances outside the boundaries of the assisted areas.

(c) Differences between the range of assets qualifying for grants. In general, only those buildings which provided additional employment in assisted areas were eligible for LEA grants and some of those which did receive grant did not qualify for the full grant; under the new system the employment link is being abolished and reduced grants will not be applied. In addition, the Intermediate Areas have been widely extended, thus bringing into qualification for regional development grants many industrial buildings which did not qualify for LEA grants since they were outside the assisted areas. More plant and machinery attracts the 100 per cent first year allowance (free depreciation) under the later systems than qualified for investment

grants under the pre-October 1970 system (eg plant used in the service industries and, in the manufacturing industries, office machinery, welfare and canteen equipment). There are also differences in the range of plant and machinery qualifying for investment grants in the pre-October 1970 system and qualifying for regional development grants under the new system.

(d) Difference in offset of capital allowances. The net present value of allowances is reduced if firms are unable, because of insufficient current profits, to claim their benefit at the earliest possible moment. To ease this position, the 100 per cent first year allowance for plant and machinery in excess of current year profits may now be carried back against Corporation Tax profits of the previous three years. This provision was not available under the pre-October 1970 system, was confined to Development and Special Development areas in the post-October 1970 system, but is now to be extended throughout the whole country.

TABLE 2: comparing the percentages of the total net present value of grants and tax savings from capital allowances which are profit related for the pre-October 1970, post-October 1970 and new (March 1972) incentive systems

	Pre-October 1970 system	Post-October 1970 system	New system
New plant and machinery(1)			
Eligible for grant under pre-October 1970 system			
National and Intermediate Areas	49.7-54.1(2)	100.0	100.0
Development Areas	27.0-30.6	100.0	64.0
Special Development Areas	27.0-30.6	100.0	61.7
New plant and machinery (1)			
Ineligible for grant under pre-October 1970 system			
National and Intermediate Areas	100.0	100.0	100.0
Development Areas	100.0	100.0	100.0
Special Development Areas	100.0	100.0	100.0
Secondhand plant and machinery			
All Areas	100.0	100.0	100.0
Industrial buildings			
National	100.0	100.0	100.0
Derelict Land Areas	100.0	100.0	56.6
All Assisted Areas (if ineligible for LEA grant)	100.0	100.0	54.2-56.6
Intermediate Areas (attracting a full LEA grant)	45.1	45.1	56.6
Intermediate Areas (attracting a full higher LEA grant)	33.7	33.7	56.6
Development Areas (attracting a full LEA grant)	45.1	33.7	56.6
Development Areas (attracting a full higher LEA grant)	33.7	25.1	56.6
Special Development Areas (attracting a full LEA grant)	45.1	33.7	54.2
Special Development Areas (attracting a full higher LEA grant)	33.7	25.1	54.2
Industrial investment project containing both plant and machinery and industrial buildings(3)			
National	56.4-59.7	100.0	100.0
Derelict Land Areas	56.4-59.7	100.0	89.4
Intermediate Areas (no LEA grant)	57.0-60.3	100.0	89.4
Intermediate Areas (full LEA grant)	48.6-52.2	86.6	89.4
Intermediate Areas (full higher LEA grant)	45.7-49.3	81.9	89.4
Development Areas (no LEA grant)	35.1-38.0	100.0	62.7
Development Areas (full LEA grant)	30.1-33.0	82.6	62.7
Development Areas (full higher LEA grant)	28.3-31.2	78.5	62.7
Special Development Areas (no LEA grant)	35.1-38.0	100.0	60.4
Special Development Areas (full LEA grant)	30.1-33.0	82.6	60.4
Special Development Areas (full higher LEA grant)	28.3-31.2	78.5	60.4

(1) Excluding motor cars, ships, computers and assets used in scientific research, for which there were or are special arrangements.

(2) Where a range of percentages is given, they relate to the lowest (15 per cent) and the highest (25 per cent) of the old writing down allowances. There was an intermediate rate of 20 per cent, but since the average rate was between 16 per cent and 17 per cent, the *lower* profit related percentage is the more typical.

(3) The ratio of plant to buildings is 4 : 1, which is about the average for investment projects by manufacturing industry in 1970.

Assumptions

i Rate of discount 10 per cent.

ii 21-month delay for tax; 12-month delay for investment grants and LEA grants; 6-month delay for regional development grants.

iii Firms have sufficient profit to take advantage of tax allowances as early as possible.

iv Life of assets: industrial buildings in excess of 22 years; plant and machinery 10 years (if written down at 25 per cent) and 20 years (if written down at 15 per cent). The undepreciated balance on plant and machinery taken as a balancing allowance.

v All assets brought into use in the year when expenditure was incurred in their purchase.

vi Grants and allowances at the rates in force at the end of the pre- and post-October 1970 systems. For this reason, figures for all three systems are calculated with Corporation Tax at 40 per cent. During most of the time the pre-October 1970 system operated (ie in respect of expenditure incurred between January 17, 1966 and October 26, 1970 inclusive), Corporation Tax was at 42½ per cent or 45 per cent.

TABLE 3: comparing the differential between the net present values of grants and tax savings from capital allowances (expressed as a percentage of cost of investment) on investment in Development Areas and investment outside assisted areas for the pre-October 1970, post-October 1970 and new (March 1972) investment incentive systems

	Pre-October 1970 system	Post-October 1970 system	New system
Plant and machinery(1)			
Development Areas	49.8-52.4(2)	33.9	52.9
Non-Assisted Areas	36.1-39.6	31.9	33.9
Differential(3)	13.7-12.8	2.0	19.0
Industrial buildings(4)			
Development Areas	41.4	48.0	43.9
Non-Assisted Areas	22.2	22.2	24.9
Differential(3)	19.2	25.8	19.0
Industrial investment project containing both plant and machinery and industrial buildings(5)			
Development Areas	48.1-50.2	36.7	51.1
Non-Assisted Areas	33.3-36.1	30.0	32.1
Differential(3)	14.8-14.1	6.7	19.0

(1) Excluding motor cars, ships, computers and assets used in scientific research, for which there were or are special arrangements. The comparison is of plant which qualified for investment grant under the pre-October 1970 system and which will qualify for regional development grant under the new system. These two categories of plant are largely co-terminous, but there are differences on the margin.

(2) Where a range of figures is given, they relate to the lowest (15 per cent) and highest (25 per cent) of the old writing-down allowances. There was an intermediate rate of 20 per cent but since the average rate was between 16 per cent and 17 per cent, the *lower* figure is the more typical.

(3) There is no difference, for the pre- and post-October 1970 systems, between the regional differential for Development Areas and Special Development Areas. Under the new system, the differential in favour of Special Development Areas is about 2 percentage points higher than for Development Areas.

(4) The figures for the pre- and post-October 1970 systems assume buildings qualifying for building grant under the Local Employment Acts at the rate of 35 per cent. Under certain conditions buildings could qualify for LEA grant at 45 per cent, but equally grants could be abated depending on individual circumstances. Under the new system, regional development grant may be given for buildings without the employment link that existed under the LEA system.

(5) The ratio of plant to buildings is 4 : 1, which is about the average for investment projects by manufacturing industry in 1970.

(6) In addition, as the White Paper stated, the Government are seeking new powers to provide selective assistance more widely than hitherto in the assisted areas. It is proposed that such help should be available for the modernisation of industry as well as for projects providing additional employment. This assistance would also be available in Intermediate as well as in Development and Special Development Areas. It is also intended to take powers making selective assistance available in certain circumstances outside the boundaries of the assisted areas.

Assumptions

i Rate of discount 10 per cent.

ii 21-month delay for tax; 12-month delay for investment grants and LEA grants; 6-month delay for regional development grants.

iii Firms have sufficient profit to take advantage of tax allowances as early as possible.

iv Life of assets: industrial buildings in excess of 22 years; plant and machinery 10 years (if written down at 25 per cent) or 20 years (if written down at 15 per cent). The undepreciated balance on plant and machinery taken as a balancing allowance.

v All assets brought into use in the year when expenditure was incurred in their purchase.

vi Grant and allowances at the rates in force at the end of the pre- and post-October 1970 systems. For this reason, figures for all three systems are calculated with Corporation Tax at 40 per cent. During most of the time, the pre-October 1970 system operated (ie in respect of expenditure incurred between January 17, 1966 and October 26, 1970 inclusive) Corporation Tax was at 42½ per cent or 45 per cent.

Visit to UK by British Overseas Commercial Representative

THE following Commercial Diplomatic Officer is expected to be in this country shortly, when he will be available for discussion.

		Available	In present post since
GHANA (Accra)	M. J. Horne Attache (Commercial)	July	July 1971

British firms and organisations, other than those in the areas covered by the Department of Trade and Industry offices for the Eastern Region and the London and South Eastern Region, who wish to meet this officer to discuss specific export problems are asked to write for appointment to the appropriate Department of Trade and Industry Regional Director (Exports) stating the nature of the problem and commodities involved. (The Department's Regional Offices together with the areas covered and the appropriate office for Northern Ireland were listed on page xlviii of the supplement to *Trade and Industry* of October 21, 1971). Those firms and organisations in the London-based Regions mentioned above (together with those in other Regions who would prefer, or who would be prepared if necessary, to meet the officer for an interview in London) should write to Tours Section, Department of Trade and Industry, Room G60, Export House, 50 Ludgate Hill, London EC4M 7HU.

Because visiting officers often have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Division of the Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Trade and Industry or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

Technology collaboration between UK and Finland

THE second meeting of the Joint Commission for promoting technological co-operation between the United Kingdom and Finland was being held in London from April 24-28. The meeting is provided for in the Memorandum of Understanding signed between the two Governments in December 1970.

The main task of the Joint Commission is to promote further industrial co-operation and exchange of scientific and technological information and know-how in the fields of interest to the industrial enterprises and research institutions of both countries. At its first meeting in Helsinki in April 1971, the Commission considered a number of areas in which collaboration could be of benefit to both sides, and set up procedures to maintain effective contact between the two parties in periods between regular sessions of the Commission.

The Commission is reviewing the progress made since its first meeting and is also expected to consider new possibilities for future exchanges. Both sides expect that the contacts made through the work of the Commission will lead to further improvements in the technological and commercial relations between the two countries. During their week here the Finnish team were also visiting a number of industrial companies and other institutions.

'Important contribution' of BEHA

THE Chairman of the British Overseas Trade Board, Lord Thorneycroft, speaking at the British Export Houses Association lunch on April 19 said: 'The wide diversity of services which export houses provide ranging over export management, merchanting and finance make a unique and important contribution to many parts of Britain's overseas trade. The developing opportunities which are now opening up before us in the field of overseas trade will certainly enhance the contribution they can make both in direct export and export facilitation fields.'

Imports of bananas from the Dollar Area—supplementary quota arrangements

To offset shortfalls in supplies of bananas to the United Kingdom in 1972 from traditional suppliers of the Commonwealth Caribbean, a further supplementary quota of 5,000 tons has been established for imports from the Dollar Area.

In order to ensure continuity of imports, Import Licensing Branch will issue licences under these arrangements to existing licence holders, having regard to their normal sources of supplies. It will not, therefore, be necessary on this occasion for licence holders to submit applications. Licences issued under these arrangements will be valid until September 30, 1972.

Notes

The annual basic quota for imports of bananas from the Dollar Area which has remained unchanged for several years, is 4,000 tons. The quota year runs from October 1 to September 30. There are no restrictions on imports from other than Dollar Area sources.

Supplementary quotas are made available from time to time to offset shortfalls in supplies from traditional Commonwealth Caribbean sources: in the current quota year a supplementary quota of 5,000 tons has already been made available.

The Open General Import Licence defines the Dollar Area as Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, the Philippines, the United States of America, Venezuela.

Business opportunities in Italy

A CONFERENCE on business opportunities in Italy is to be held at London's Royal Lancaster Hotel on May 2. To be opened by Mr. John Davies, Secretary of State for Trade and Industry, it will offer senior British management an opportunity to assess the present situation and future prospects for the Italian economy and examine some of the key elements in the Italian business environment. Three firms which have been successful in developing their Italian trade will contribute papers on their market experience.

The financial and advisory services available to British businessmen will be explained and a full opportunity will be given for delegates to put their questions to speakers. Associated with the conference is an Industrial Market Study Group in Milan from June 11 to June 17. The fee of £30 covers all refreshments, cocktails, lunch and conference documentation. **Enquiries:** The Financial Times Ltd., Conference Department, 388 The Strand, London WC2R 0LT. Tel. 01-836 5444.

Clearance of merger proposals by DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed mergers between the following companies:

Aberdeen Trust Ltd. and East of Scotland Trust Ltd.

Hepworth Ceramic Holdings Ltd. and Thomas Temperley & Sons Ltd.

Official appointments

THE Secretary of State for Trade and Industry has authorised the re-appointment of the following as part-time members of their respective Area Electricity Boards:

Mrs. M. M. Jolliffe, BSC (South Eastern), Professor J. H. B. Tew, BSC, PHD (East Midlands), Sir St. John Elstub, CBE (Midlands), Mr. C. Hands (Yorkshire), Mr. W. A. G. Watson, MBE, JP, MA (Yorkshire), Mr. E. R. P. Frankland (North Western).

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Tel: 01-534 4299. Telex 897086

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Glasgow C2, Scotland.
Tel: 041-221 8955. Telex 77631

MANCHESTER
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Manchester M22 5PQ.
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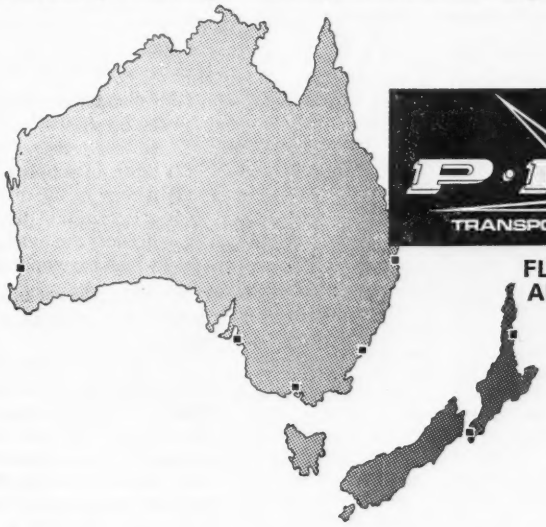

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Applications for temporary exemption from import duty

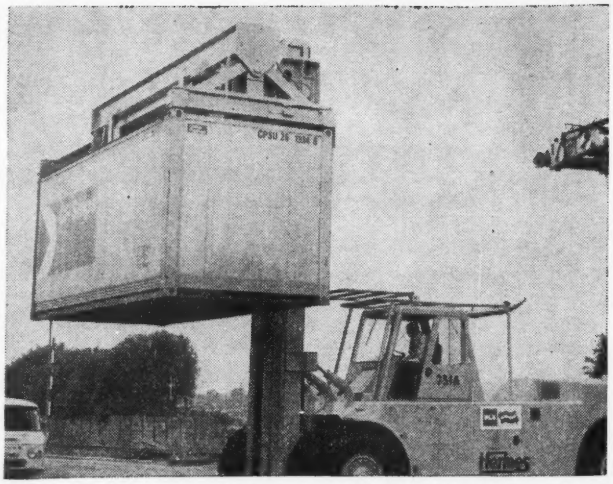
THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London, SW1E 6SJ preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 11, 1972.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.35	Cytidine dihydrogen phosphate, mixed 2'- and 3'- isomers	Cytidine-2'(3')-monophosphoric acid mixed isomers	December 31, 1972	13899
	4-Di*iso*propylamino-2-phenyl-2-(2-pyridyl) butyramide	Disopyramide	December 31, 1972	13891
70.08	Curved eyepieces of toughened glass not being coloured, tinted or otherwise shaded with parallel faces and ground edges, having a maximum dimension of not less than 56 millimetres	toughened plano lenses, non-optical, for safety spectacles	December 31, 1972	11838
90.09	Photo-reduction apparatus employing step and repeat operation in increments of integer multiples of 25 microns or less having an intrinsic repeatable positional accuracy in two axial directions of plus or minus 0.25 micron or better relative to an alignment datum over an area of not less than 75 mm by 75 mm and a resolution of 650 lines per millimetre or better over an area of not less than 3.37 mm by 3.37 mm	Jade wide field step and repeat camera	September 1 1972	12462
90.10	Automatic photomask copying machines to contact print under vacuum at a production rate of 250 masks per hour using plate sizes varying from 50 mm × 50 mm to 125 mm × 100 mm. Exposure of photoplates is by means of a pulsed xenon light source operating through a multi-element optical system 75 mm in diameter	Jade contact printer	September 1, 1972	12462
90.12	Automated high resolution optical systems capable of detecting differences between two micro-image photomasks to an accuracy of 0.25 micron at any point within a minimum area of 50-mm × 50 mm. The system is fitted with an automatic search and lock mechanism to adjust the mask positions in pre-set steps to an accuracy of 5 microns and a facility for manual adjustment of the mask positions with a digital read-out of position to an accuracy of 2.5 microns	Jade registration analyzer	September 1, 1972	12462



A new top lift fork truck attachment, designed specifically for container handling, has won for Motor Rail Ltd., of Bedford, an £80,000 order from Russia. Eighteen of the attachments are specified as part of a collective order for fork trucks and ancillaries, worth £600,000, placed with the Henley Fork Lift Co. Ltd., of Newport, Mon. This picture shows a top lift attachment fitted to a Henley Hermes 68HC truck in service with the Port of London Authority at Tilbury Docks.

Imports of woven cotton textiles from Pakistan

ON March 27, 1972, the Department of Trade and Industry issued details of arrangements for licensing the importation from Pakistan of such woven cotton textiles, subject to quota restrictions, as had already arrived in the United Kingdom by March 27 or had left Pakistan for the United Kingdom by that date. For such goods, importers were invited to apply to Import Licensing Branch for licences under the Pakistan country quotas where they found or believed that (i) no valid export certificate had been issued by the Pakistan authorities under the country quotas before March 23, 1972, or (ii) where no global licences were available to them. Any importers who have not yet applied to ILB for licences under these arrangements should do so by April 30 at the latest.

The United Kingdom has temporarily taken over administration of the Pakistan country quotas. As many importers have been able to cancel or renegotiate contracts, or to import goods against global licences, or under licences issued against country quota export certificates issued before March 23, 1972, it is now necessary to ask importers to restate their position to ILB with regard to firm orders placed before December 8, 1971, and outstanding at March 23, 1972, for which the importer believes no export certificate had been issued by the Pakistan authorities before that date, and for which no import licence is available. Importers that wish to apply for licences for such orders should therefore provide the following details to ILB by April 30, 1972:

(1) full details of type of yarn, cloth or made-up goods (quantities to be shown in lbs., sq. yds., number of items and equivalent sq. yds., respectively)
(2) name of supplier
(3) a copy of the order or orders
(4) a declaration that neither global nor country quota import licences are available in respect of goods of the categories to which the applications relate.

No undertaking can be given that import licences will be available in respect of all applications, since these may exceed the available quotas.

The intention of these arrangements whereby the United Kingdom administers the Pakistan quotas for a limited period is to provide, where no global licences are available, for orders placed before December 8, 1971, to be a first charge against the Pakistan country quotas. It is envisaged that on May 23 the United Kingdom will cease to administer the Pakistan country quotas. Remaining balances of these quotas would be handed back on that date to the Pakistani authorities for them to allocate as they wish, and to issue export certificates in the normal way. ILB would then issue import licences against such export certificates up to the limits of the quotas.

POINTS from PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

Trade and industry

MONDAY, APRIL 17

Regional development

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, made a statement on the implementation of the new regional development proposals as they affected the north-east of England. He said there would be a significant delegation of authority to the regional office of the Industrial Development Executive. 'The new Regional Director for the North-East has already been appointed, and I hope shortly to be able to announce the names of the new Regional Industrial Director and the members of the Regional Industrial Development Board,' he said.

Mr. Christopher Chataway, Minister for Industrial Development, answered several questions on financial assistance. He said that for an incoming industrial firm taking over and adapting an existing factory in a development or special development area, subject to legislation, selective assistance would be considered in appropriate cases, in addition to the basic regional incentives proposed in Cmnd. 4942.

Asked what estimates had been made of the total financial assistance which would be given to Scotland in 1973-4 and in 1975-6 within the provisions set out in the White Paper, he said the information was not available. Forecasts of financial assistance, including those given in Command Paper 4942, were prepared for Great Britain as a whole, and it was not the practice to forecast on a country or regional basis how much would be spent.

No representations had been received about the exclusion of Edinburgh from the Scottish Development Area recently, he told another Member. As to the reasons for leaving Edinburgh with Intermediate Area status, he referred the Member to the letter sent to him on April 11.

He said he would not include in his proposals for grant aid to the regions as set out in the White Paper special 95 per cent grants for research and development projects carried out by private and nationalised industry. 'But I am considering the extent to which assets used in R. and D. establishments in the assisted areas will be eligible for regional development grant.'

In reply to a question asking what estimate had been made of increased industrial activity in the Midlands arising from his Budget proposals, he said the proposals announced on March 22 were part of a coherent programme for the modernisation and expansion of British industry in all parts of the country. The Midlands would also benefit substantially through the extension of free depreciation on plant and machinery and the increased initial allowance for industrial buildings.

Would he consider setting up a Government office in Newcastle for the new Minister for Development in view of the fact that the other main development areas, Scotland, Wales and Northern Ireland already had offices in being for their respective areas. 'The Department's offices in Newcastle and the other development areas in Great Britain are responsible to me and I intend that they shall all have substantial delegated powers,' said Mr. Chataway.

Another Member sought an estimate of increased industrial activities in regional development areas, following the 100 per cent free-depreciation facilities announced in the Budget. He said that while no precise estimate was possible, 'we expect the extension of free depreciation countrywide to stimulate demand for plant and machinery supplied by firms in all parts of the country including the development areas'.

Asked to estimate the increase in industrial development which would result from the raising of industrial development certificate exemptions, he said: 'The raising of IDC exemption limits is only one part of one major programme for the expansion and modernisation of the economy. It is not possible to separate out the influence of individual factors.'

Machine tools

Mr. Chataway, asked for a statement on which companies would receive increased financial assistance in the machine tool industry as a result of the Budget proposals, said all firms were eligible to take advantage of the recently announced £9-£10 million scheme for additional and accelerated public sector orders.

Computer industry

Questioned on the level of governmental aid to the computer industry, Mr. Chataway said the recommendations of the Select Committee on Science and Technology about aid to the computer industry were still under consideration. 'I shall make an announcement as soon as is practicable,' he said.

North sea oil

Mr. Chataway was asked if he would make a statement on the relationship of the proposed Industrial Development Board with companies undertaking development projects in connection with North Sea oil, and replied that companies undertaking such projects would fall within the field of interest of the Industrial Development Board.

Ball and roller bearings

Mr. John Davies, Secretary of State for Trade and Industry, answered several questions on the industry. He told one Member he had received no information concerning the piracy of design and catalogue numbers by Japanese manufacturers engaged in the ball-and-roller bearing industry and exporting to the United Kingdom.

No examples had been quoted to him of investment plans which had been inhibited by competition from Japan, but the industry had told him that they might have to limit investment in the future unless the rate of growth of imports from Japan was curtailed.

On January 18 a deputation from the ball-and-roller bearing industry asked the Government to approach the Japanese Government with a view to securing a voluntary limitation of growth of sales of Japanese bearings in this country. The case put by the industry together with the further confidential information which manufacturers provided at the Department's request was under consideration, and he hoped shortly to let the industry know the Government's views.

Another questioner wondered which of the powers currently exercisable by Her Majesty's Government to inhibit the import of foreign ball-bearings would cease to be so exercisable, or be exercisable only in accordance with the law of the European Communities, after January 1, 1973. Mr. Davies said: 'Broadly speaking, we shall retain our present powers during the transitional period but will only exercise them in conformity with our Community obligations.'

He was not able to forecast what arrangements concerning imports of ball bearings would be in operation after January 1, 1973.

The CBI were aware of the discussions which have taken place between the Department and representatives of The Ball and Roller Bearing Manufacturers' Association.

Trade with India

Mr. Davies was asked why he had decided to terminate the special arrangements with India immediately if Great Britain joined the Common Market, what representations he had received from the Indian Government to retain the present trading agreements until 1975, and if he would make a statement. He replied: 'Obligations which the United Kingdom would assume on entry into the EEC would be incompatible with those in the Anglo-Indian Trade Agreement. No representations have been received from the Indian Government to postpone the consequential termination of the bilateral Agreement.'

European Economic Community

A Member queried whether, under the existing rules and regulations of the European Economic Community, Great Britain on entry would be able to operate the cash grant system in development areas without reference to the European Economic Community. In another question he asked whether, under the existing rules and regulations of the European Economic Community, Great Britain on entry would, without consultation with the Community, be able to continue to grant aid to the regions as set out in the White Paper, and to initiate special 95 per cent grants for research and development projects carried out by private and nationalised industry; and whether such grants would be freely available to foreign firms from the countries of the enlarged nine and payable on the same basis as that paid to British firms. Mr. Chataway, replying, said there was nothing in EEC arrangements which prevented member states from operating grant systems of regional aid, 'and indeed the practice of giving such grants is widespread in the Community'. Although the detailed arrangements governing eligibility for grant had to await legislation, it was not the intention to discriminate between applicant firms on the basis of nationality. 'As to grants for research and development, although the question as posed by the hon. Member is hypothetical, I know of no reason why grant systems of that kind should cause difficulty in a Community context', he concluded.

Mr. Tom Boardman, Minister for Industry, said the Department would be sending a strong team of officials to the Conference on Industry and Society in the Community organised by the Commission of the European Communities. 17/4

Mr. Davies was asked what action he was proposing to take to prevent the import into this country of large quantities of foreign cartridges which bore neither indication of origin nor observed British rules of proof regarding safety warnings; and to what extent, on Great Britain's entry into the European Economic Community under present regulations, he would be able to prevent such imports from the countries of the enlarged ten and under what conditions. Mr. Davies said he had nothing to add to his answer of April 12. 'We shall be able, when members of the European Economic Community, to prohibit or restrict imports from other member states on such grounds as public safety and security, and the protection of health and life,' he declared.

(*continued on next page*)

POINTS FROM PARLIAMENT
continued

Asked to indicate what changes would take place so far as duty payable on imported rainwear goods were concerned by Hong Kong firms if Great Britain joined the EEC, Mr. Chataway said the position was complicated as many tariff descriptions were involved. 'Adoption of the CCT and alignment of the UK and Community Generalised System of Preferences schemes will probably mean little or no change in the duty on the greater part of present Hong Kong exports in this field to the UK,' he said.

Polyester yarn

A Member asked for the amounts of polyester yarn imported from countries of the European Economic Community; what duties had been imposed; to what extent, on Great Britain's entry into the Community, imports from the enlarged nine countries would be increased; and whether Great Britain would be able to put on a restrictive quota and import duty without consultation with the Community. Mr. Davies said the figures indicated that imports were higher, on average, in the second half of 1971 than in the first half. The full rate of duty was at present £0.0661 kg or 13 per cent, whichever was the greater. Entry into the EEC was expected to stimulate trade in general in both directions. 'We will not be able to impose quotas or vary duties without consultation with the Community,' he said.

UK imports from the EEC of Yarn of continuous synthetic fibres, other than polyamide, not put up for retail sale.*

1970	Tonnes
July	437
August	856
September	801
October	1,074
November	748
December	666
1971	
January	817
February	770
March	939
April	664
May	571
June	777
July	881
August	912
September	647
October	658
November	1,001
December	657

UK imports from the EEC of polyester yarns plus creped, bulked, textured or stretched yarns of all continuous synthetic fibres, except polyamide, not put up for retail sale.*

1972	
January	580
February	590

* Most of the imports are, it is believed, of polyester yarns

Another Member asked him if he was aware that the import of polyester yarn from Japanese sources had grown from 2 per cent of the United Kingdom market in 1970 to 20 per cent in January, 1972, and if he would take action to safeguard British interests. He replied that the principal British producers had made representations about these imports, which he was considering.

Natural gas

Mr. Boardman replied to a question as to what was the percentage of natural gas lost during 1971 in the transmission systems of the gas industry, and what was the overall percentage loss in 1971 compared with 1961, before the advent of natural gas. He said the matter was within the responsibility of the gas industry.

Offshore platforms

Asked what criteria he had laid down for certificates of fitness for production platforms under the Mineral Workings (Offshore Installations) Act 1971, and what authority had been appointed to see that they were met, he said criteria would be included in regulations at present being discussed with those who might be affected. Certificates would be issued by him or by authorities yet to be appointed under the regulations.

British fair in Peking

Replying on the encouragement being given to the British Fair in Peking in 1973, Mr. Davies said: 'My Department, in association with the Sino-British Trade Council, is actively sponsoring the British Industrial Technology exhibition, which will take place in Peking from March 26-April 5, 1973. Firms with suitable products are being encouraged to take part. The financial and other assistance which my Department is providing will, I am sure, be an important factor in further stimulating the already considerable interest being shown by British industry in the exhibition.'

Accrington works

Requested to make a statement about the closure of J. B. Rothwell's works at Church and what steps he intended to take to attract new industry to the Accrington constituency, in order to replace the 350 jobs lost, Mr. Chataway said he understood the factory of J. T. Rothwell & Co. Ltd. was to be closed over the next few months. 'The measures recently announced by my right hon. Friend the Chancellor of the Exchequer are directed to a faster rate of economic growth and the substantial incentive to investment in the assisted areas should ensure that Accrington obtains its full share,' he said.

Shipbuilding

Five questions were tabled on Clyde shipbuilding. One Member asked if the Secretary of State was in a position to state what precise agreements had been or would be made with the trade unions concerned as a pre-condition of Government support for Govan Shipbuilders Ltd.; which restrictive practices were to cease; whether all collective agreements on pay and conditions would be legally enforceable; what trial period was allowed during which effect had to be given to any such agreements; and if he would make a statement. A second Member asked for a further statement about the progress of his negotiations with the Marathon Manufacturing Co. regarding the provision of financial assistance for the re-equipment of the Clydebank Yard, and the methods to be used to monitor the expenditure of such assistance on the purposes for which it might be granted. Statements were also requested on the position of Govan Shipbuilders Ltd., and the shipbuilding industry on the Upper Clyde.

Mr. Chataway said that Govan Shipbuilders Ltd. and the Confederation of Shipbuilding and Engineering Unions had reached an agreement on working practices which was now being considered by the Secretary of State for Employment. He announced that a further £1 million is being made available to the Liquidator for working capital, pending the take-over by Govan Shipbuilders Ltd. 'Negotiations have also been concluded between J. & C. Harrison Ltd., Govan Shipbuilders Ltd., the UCS Liquidator and my Department to enable work to start on two 26,000 tons dwt bulk carriers at the Scotstoun yard. The trade unions concerned have promised their full co-operation in the timely construction and delivery of the ships. Details of the financial commitments entered into are being published in the Official Report.

'I have invited Mr. Harbin of Marathon to come to London for further discussions about the possible acquisition by the company of Clydebank Yard, and he hopes to come this week.'

Details of financial commitments and liabilities undertaken in respect of two bulk carriers for J. & C. Harrison Ltd. and Gowland Steamship Co. Ltd. and in the provision of working capital to the Liquidator.

In his statement of November 29, 1971, the Secretary of State referred to the provision of guarantees to shipowners and the Liquidator and to the provision of working capital to the Liquidator.

Guarantees

Negotiations have been concluded with J. & C. Harrison Ltd., Govan Shipbuilders Ltd. and the UCS Liquidator to enable work to start on two 26,000 dwt bulk carriers in the Scotstoun yard.

The completion of both orders at the original contract prices will involve Govan Shipbuilders Ltd. in a construction loss estimated to total £2 million. They have agreed to sustain this loss within the total of up to £17 million allowed for this purpose in the Hill Samuel report (Cmnd 4918).

The Liquidator was prepared to adopt the two UCS contracts only if he were assured that no extra cost would fall upon the UCS assets. The Government have agreed therefore to fund the initial costs of construction in so far as these costs are not covered by payments received from J. & C. Harrison Ltd. These sums will be recovered later from Govan Shipbuilders Ltd.

The Government have agreed to issue an extra statutory credit guarantee to the shipowners to enable them to obtain the necessary finance and have also undertaken, in the event that the ships are not delivered by certain dates, to refund all future payments made by the owners.

Working Capital

A further loan of £1 million will be made available to the Liquidator for working capital on the same terms as those applying to the loan of £1.5 million announced to the House on November 29, 1971.

Coal industry

Twelve countries had exported coal to the United Kingdom since December, 1970, said Mr. Boardman, replying to a questioner. Average values per tonne of imports from these countries ranged from £8.45 to £32.96 for the period January, 1971 to February, 1972, inclusive. These average values were not true prices as they were influenced by varying qualities of coal, transport costs and other factors.

Steel industries

To a query on what assessment he had made on the effect of steel-consuming industries in Scotland of the pricing policy which would be required to be introduced to conform to the rules of the European Coal and Steel Community, Mr. Boardman said: 'The Corporation and the Independent Steel Producers are examining the effect as part of their detailed study to see where to place their basing points, Government Departments are being kept in touch with the progress of this study.'

He told another Member that the total quantity of crude steel produced in Great Britain in the years 1966 and 1971 was 24.32 and 23.79 million tons respectively. The number of persons employed in the steel industry at mid-December in the same years was 348,700 and 296,500.

Consumer affairs

Mr. Davies was asked to institute proceedings under the Trade Descriptions Act against the multiple-selling company whose name has been supplied to him, on the basis of information

given to him, by the member for Watford. He refused, saying that further enquiries would be necessary to establish whether there was any evidence of an offence under the Act. Such enquiries and the decision on the appropriate action to be taken were the responsibility of the local weights and measures authority.

Asked whether he would publish a White Paper embodying his proposals for legislation on competition, Mr. Davies said he would consider the suggestion very carefully.

Asked when he expected to receive the report of the Monopolies Commission on gas and electricity connection charges for the installation of services on new housing developments, Mr. Boardman said the report had been submitted on April 6.

Was it still the Government's intention to legislate to implement the main recommendations of the Crowther Report on Consumer Credit? asked a Member. Mr. Davies replied: 'I have already accepted the need for major reform of the law relating to consumer credit and preparations for this are in hand. I will make a statement of general intent as soon as I can.'

Mr. Chataway said he would not seek powers to make it an offence for a car to be advertised as capable of reaching speeds in excess of the statutory speed limit.

Another questioner asked if the Secretary would seek to modify Schedule 4 (Part VIII) of the Weights and Measures Act 1963 so as to require jam and marmalade for diabetics to be sold in fixed quantities and to prohibit the sale of all jams, marmalade and honey in quantities of 12 oz. Mr. Heseltine, Minister for Aerospace, said not. 'The specific gravity of diabetic jams and marmalades is different from that of standard jams. Therefore if the standard range of quantities were required to be used a new range of jars would be needed and that would increase costs. Speciality jams have been sold for many years in 12 oz. jars and the demand for this quantity is increasing. I see no reason to frustrate this demand.'

Rolls Royce

Asked when he expected to conclude the negotiations and agree with Rolls Royce, Ltd. a figure for the payment for the nationalised assets and goodwill, Mr. Heseltine said Rolls-Royce (1971) Ltd., and the Receiver, had recently announced that they had been unable to agree a price by negotiation. 'In accordance with the sale agreement therefore the matter is being referred to an independent expert whose decision will be binding. I cannot at present forecast when a conclusion may be reached. The valuation process must be carried out with care but I appreciate the urgency stressed by hon Members', he went on.

Effluent treatment

Would the Government give financial support to industry to enable them to instal effluent-treatment plant designed substantially to cut down the level of dumping of toxic waste? Mr. Chataway said that under the Budget proposals all plant would be eligible for free depreciation and in assisted areas would attract grants as well.

TUESDAY, APRIL 18

Capital equipment

Mr. Chataway was asked to what extent, on Great Britain's entry into the European Economic Community under the present rules and regulations, he would be able to control movement of capital equipment on which grant had been paid at development area rates to locations outside development areas, and how this would operate so far as firms and companies established from countries of the other nine of the enlarged Community would be concerned. He said he understood that there was nothing in EEC rules to prevent us attaching conditions to such grants requiring repayment if the assets concerned left the development area within a certain period, or to prevent us applying such conditions to recipients of any nationality.

NW Wales development

Asked what arrangements he proposed to make under the new regional development policy to ensure that the employment problems of North-West Wales were given attention, Mr. Chataway replied: 'The new policies represent very powerful inducements for industrial development in the problem regions and full consideration will continue to be given to the employment problems of North-East Wales as to other assisted areas.'

WEDNESDAY, APRIL 19

Mid-Wales development

Asked for the number of manufacturing firms which had currently informed the Government of their intention to develop in mid-Wales, Mr. Grant replied three.

Aggrieved motorists

What organisations were available to give free and independent advice to motorists who felt themselves to be aggrieved by the treatment they received from motor insurance companies seeking to impose unfair settlements in respect of their legitimate claims. asked a Member. Mr. Noble, Minister for Trade, replied that motorists could consult any motoring organisation to which they belonged or they could seek legal advice.

The same questioner went on to ask the Minister if he was aware that some insurance companies giving comprehensive insurance coverage to motorists declined to fulfil their obligations in full when claims were made against them; and if he would carry out an investigation to see whether further legal protection needed to be given to the motoring public to protect them against exploitation by such companies. Mr. Noble said: 'I have no evidence to suggest that insurance companies are repudiating their legal obligations; if my hon. Friend has such evidence and will let me have it, I will consider the matter further.'

THURSDAY, APRIL 20

Small firms

Mr. Davies, asked which Minister now had special responsibility for small firms, announced that the Parliamentary Under-Secretary of State for Industrial Development (Mr. Anthony Grant) had accepted his invitation to become the Minister with special responsibility for small firms.

Motor industry closures

Asked to what extent he had discussed the forthcoming closures of motor industry plants in the United Kingdom with their managements, in view of the effect on exports and employment, Mr. Chataway said there had been no such discussions.

Limited companies' registrations

Six weeks was the average length of time it was now taking the Registrar of Companies to incorporate a Limited Company from the date of submission of the first papers to the date when the Certificate of Registration was issued, Mr. Noble told a Member. Up to a few months ago the normal period had been about eight working days.

FRIDAY, APRIL 21

Oil demand

In answer to a request for the rate oil demand grew in Great Britain during 1970 and 1971; and what were the most recent available figures for the current year and 1973, Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry, gave information as follows:

Inland deliveries of petroleum in Great Britain

	Million tons	Percentage increase on previous year or corresponding period of previous year
1970	92.7	6.6
1971	93.4	0.8
1972		
January and February	18.4	4.3

'It would be wrong of me to speculate on the levels of demand for the remainder of 1972 and for 1973,' said Mr. Emery.

Imported cotton yarn

A Member asked if the Secretary of State would take urgent action to protect the Lancashire textile industry from the effects of the importation of cotton yarn which would take place free from duty or quantitative restriction if Great Britain joined the European Economic Community. Mr. Noble replied that, from accession 'we would not be able to maintain quantitative restrictions on cotton yarn imports, but duty-free entry will not be accorded to imports from our partners in the Community or from the Mediterranean countries having preferential agreements with the Community until the end of the transitional period. Imports from outside the Community will in general become subject to the full Common External Tariff.

'Pending the conclusion of negotiations for the renewal of the Yaounde Convention, the United Kingdom will retain its present tariff on imports from the countries covered by Article 109 of the Treaty of Accession. The question of the treatment to be accorded to imports of cotton yarn in the enlarged Community's Generalised Scheme of Preferences will be a matter for discussion after entry. Article 135 of the Treaty of Accession allows the EEC Commission to authorise emergency action during the transitional period to deal with serious and persistent difficulties,' he said.

Takeover bid

Asked when he expected to decide what action to take following his examination of the bid by Grand Metropolitan Hotels Ltd. for Watney Mann Ltd., and if he would take into account the fact that a successful bid would have the effect of tieing a substantial number of outlets, which were at the moment not tied to any brewer, Mr. Noble said he would take this and other relevant factors into account in reaching his decision, which he hoped to announce shortly.

Billets for re-rolling

Would the Minister take steps under Section 30 of the Iron and Steel Act 1967 to ensure that fair treatment was accorded to the complainants about the supply by the British Steel Corporation to private concerns of billets for re-rolling. Mr. Emery replied: 'I am considering the complaint made by the British Independent Steel Producers' Association to which my hon. Friend refers, and will take all the steps open to me in conformity with the Act to ensure that it or any other properly constituted complaint is fully investigated.'

(continued on next page)

POINTS FROM PARLIAMENT
continued

Aviation

MONDAY, APRIL 17

Concorde training

'What discussions have ensued or will proceed with regard to the French Government's demand that the training of pilots for the Concorde should be under French control and with the use of French-controlled simulators, and what action does he propose to take to ensure that British flight-simulator firms are given every opportunity to use their products and to train pilots of the Concorde on British-made flight simulators.' In reply to this question, Mr. Heseltine said no such view had been expressed by the French Government. 'Discussions are proceeding to establish the most efficient arrangement for Concorde simulator facilities. UK firms will be given the opportunity to submit tenders for this equipment.'

Asked what prospects he was now able to assess for firm Concorde orders on the latest evidence available to his department, Mr. Davies said the manufacturers were currently in negotiation with a number of airlines and hoped to obtain the first firm orders within the next few months.

Supersonic flights

Had he considered Resolutions 511 and 512 which were adopted by the Assembly of the Council of Europe on January 25, 1972 concerning supersonic flights over inhabited areas, and would he make a statement, asked a Member. The Government had taken note of these resolutions, said Mr. Heseltine. The Government was conducting research where appropriate into matters referred to in the resolutions. A decision on the question of commercial supersonic flying over the UK would be taken in good time before Concorde entered service. Other countries would wish to weigh all relevant factors before making their policy conclusions in this field.

Firearms on planes

A questioner asked what was the general rule of firearms being carried when boarding civil airplanes, and on how many occasions the British Airports Authority had prevented their carriage in the most recent convenient period. The Minister said the carriage of firearms was generally prohibited by Article 38 of the Air Navigation Order 1972, although in some circumstances certain weapons might be carried in places inaccessible to passengers. Firearms had been surrendered to the British Airports Authority Constabulary on five occasions since May, 1971. Other weapons had been surrendered to BOAC.

BEA and Tristar

Mr. Heseltine was asked for a statement regarding his recent discussions with the chairman of Lockheeds of the United States of America regarding the Tristar and British European Airways' future requirements of such aircraft. He replied: 'The Chairman of Lockheeds told my Rt. hon. Friend and me of his hopes of an early BEA Tristar order, and I explained that this was a matter best left to the commercial judgment of the British Airways Board and British European Airways.'

Euro-space

Asked what action he proposed in relation to the Post-Apollo programme to preserve United Kingdom supremacy in all large structures projects and to ensure United Kingdom participation in the European Space Club, European Launcher Development Organisation, and European Space Research Organisation Post-Apollo programmes in the future, Mr. Heseltine made the following reply: 'The Government has decided to take a full part, along with other European nations, in further exploratory work designed to facilitate evaluation by the European Space Conference of its response to the US offer of participation in the post-Apollo programme. The contribution of the Government to this further work is estimated at £240,000. Much of this money will be spent with British companies. I am not able to comment as to the likely outcome of these researches until they have been completed.'

Supersonic flights

In view of information supplied, would the Minister make a further statement on the states that had banned supersonic flying over their territory, and indicate what countries had recently enacted bans, and what countries had declared their intention to introduce such a ban. Mr. Heseltine said a number of countries permitted controlled supersonic military flying in their airspace. 'Only Switzerland has introduced legislation to prohibit overland supersonic flying. Each country will decide for itself the controls it wishes to apply to civil overland routes. A few countries have indicated an intention to regulate supersonic overflying, but I cannot speculate on the form these controls will take.'

Government surplus sales

MINISTRY OF DEFENCE

May 3-4, 1972 Vehicles, Heavy Duty and Roadmaking Equipment

Location: Ordnance Storage & Disposal Depot, Ruddington, Notts.

Auctioneers: Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL. (Tel: 0602 54272)

Saloon cars and limousines; estate cars; light vans; tractors; trailers; coaches; dumpers; cranes; graders; fork lift trucks; heavy duty trucks; tippers; motor cycles etc.

May 9-10 Miscellaneous Stores

Location: The Lido Hall, Worthy Lane, Winchester, Hants

Auctioneers: Richard Austin & Wyatt, (Dept. L), 79 High Street, Fareham, Hants. (Tel: 03292 4211)

Clothing; textiles; kitchen equipment; furniture; scrap textiles; footwear & cordage; vehicle spares; tyres; hydraulic and ratchet jacks; charging sets; fork lift trucks; electrical, electronic and wireless spares; avometers; transformers; theodolites; alternators; binoculars; prismatic compasses; cameras and photographic equipment; wrist and stop watches; clocks; machine tools; hand tools; lead acid batteries; metal safes; wooden boxes; hydraulic shovels; air conditioning units etc.

May 17 Miscellaneous Stores

Location: The Leeds Playhouse, Calverley Street, Leeds

Auctioneers: Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS2 8JH, (Tel: 053-2 20898)

Machine tools including, lathes; boring, milling and drilling machines etc; crack detector; air compressors; transformers; circular saws; steam cleaning machines; spraying outfits; lubricating equipment; pallet transporter; power hammer; portable crane; fire fighting equipment; cable; tyres; electrical, signal and wireless equipment; MT spares; lead acid batteries; trolley jacks; tool kits and hand tools; kitchen equipment; ironmongery, electric fires, watches; compasses; plastic sheet 160 ft × 90 ft tape recorders; film projectors; suction hose; jerricans; Textiles: canvas; carpets; kit bags; camp equipment; blankets; sheets; bivouac tents etc; CLOTHING: greatcoats; battledress; denims; raincoats; boots and shoes etc; HOUSEHOLD AND OFFICE FURNITURE: chairs; tables; wardrobes; chests of drawers; desks; beds etc; and large quantities of miscellaneous stores.

May 24-25 Miscellaneous Stores

Location: Golden Lion Hotel, King Street, Stirling

Auctioneers: Dixon & Wallace Ltd., (Dept. L), Bank Buildings, Graham Square, Glasgow E1 (Tel: 041-554 2447)

Industrial equipment including, Bedford 7-ton van; Neales 6-ton truck mounted crane; industrial tractor; 5-ton Thornycroft firefighting truck; 18,000 lb freight lifter diesel truck; 2,000 lb Work Saver electric hydraulic truck; industrial fork lift trucks; mobile stacking machine; welding plant; welding generators; air compressors; pallet transporter; salvage pumps; Bedford pantechnicon; Hillman estate car; high tensile testing machine; hydraulic trolley jacks; fire-fighting equipment; miscellaneous vehicle spares; photographic equipment; aircraft compounds and accessories; various trolleys; electrical servicing trailers; electric motors; oscilloscopes; test sets; 100 lb furnace pots; wooden boxes; oil lanterns copper cases; clothing including, greatcoats; foulweather & arctic clothing; BD & denim clothing; raincoats; boots etc; textiles; household and office furniture; machine tools; ferrous and non ferrous metals and many other items of miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

NEW BOOKS

Government Publications: Department of Trade and Industry. *HMSO Sectional List No. 3.* (86 pages, free from HMSO and Government Bookshops.) This new edition of *Sectional List No. 3*, revised to October 1, 1971, is the first to have been compiled since the Department of Trade and Industry was formed. It combines the listing of Ministry of Technology publications previously given in *Sectional List No. 3* with the Board of Trade publications previously in *Sectional List No. 51*, plus publications which the Department of Trade and Industry issued during its first year. The list gives brief descriptions and prices of all the more important publications in the areas where DTI is responsible. Included also are a few publications issued by other departments on subjects such as oil pollution and airport siting, for which responsibility is shared by more than one department. The transfer of responsibility for the research laboratories concerned with fire research, forest products, hydraulics and water pollution from the Ministry of Technology to the Department of the Environment is reflected by the exclusion of their publications from this list. In general, only publications which are sold by HMSO are listed, although there are exceptions. For example, *R and D Abstracts* (sold by the DTI Reports Centre), surveys carried out for the Consumer Credit Committee (which may be purchased from the DTI Central Library) and some titles in the Civil Aviation Publications (CAP) series which are available only from the DTI Civil Aviation Library are listed. Sectional Lists are intended mainly to be sales lists of current HMSO publications, but this list includes a few important out-of-print items, and has also considerable value as a bibliography of government publications on economic and industrial matters, research, shipping and marine matters, and civil aviation. In a few instances it has wider uses, notably for its comprehensive listing of the International Air Service Agreements from 1945 to date to which the United Kingdom is a party. Sectional Lists are supplemented by HMSO's daily, monthly and annual lists, which give details of all publications. Details of new DTI publications not sold by HMSO are given in a monthly list available on application from the Librarian, DTI Central Library, 1 Victoria Street, London SW1H 0ET.

The United Kingdom's accession to the Treaty of Rome has given rise to a second phase of publications in the field of UK/EEC literature. Prior to successful completion of negotiations, much of the literature was general and speculative, concerned with the advantages and disadvantages of EEC membership in broad economic, social and political contexts. Now, however, the immediacy of a wider Community is producing many more detailed, specialised studies directed towards specific interests and groups. **The Common Market: Economic Background; Industries; Companies** (3 volumes, 430 pages, available from Financial Times Business Enterprises Department, 388 Strand, London WC2R 0LT, £50 post free) is an example. It has been produced by the investment research department of a large London firm of stockbrokers, primarily for the benefit of the UK corporate investor, although the wealth of data will be of value to many others concerned with commerce and industry in the new Europe. Volume 1, *Economic Background*, examines the economies of the EEC member countries and the UK. Each national survey is arranged under common headings: introduction; economic development 1960-70; the current economic situation (1970-71); forecasts of the economy to the end of 1972; and a section on the Stock Market. These national economic surveys are well illustrated with statistical data and enable the reader to compare and contrast the relative performance and prospects of countries. This volume, like the other two, is prefaced with a summary of the conclusions. Volume 2, *Industries*, surveys 37 large industries from aircraft and oil to toys and games and metallurgy. Industries are examined under four headings. An introduction gives the general background of the UK/EEC sphere—size, leading companies ranked according to market value and sales, and growth rates. The implications of tariff and legislative changes are then analysed, followed by more detailed descriptions of the industry in the United Kingdom and the European Community. An important feature on each industry in this volume is a statistical matrix showing the pattern of trade in world context. As well as the summary of conclusions, this volume contains a ist of industries which the authors consider likely to gain from entry into the EEC, those likely to decline, and those whose future prospects are either indeterminate or largely unaffected. Volume 3, *Companies*, takes the industries volume a stage further by prognosticating on the future of particular companies. Both UK and European enterprises are examined, the description of each company being concluded by recent data for market value, sales, and dividend yield. This information is, however, difficult to compare owing to differing European accounting standards. This volume also contains a useful list ranking the major UK and EEC companies in terms of their market value. The volume concludes with an alphabetical index of companies.

Marketing Research in the Developing Countries, by John Z. Kracmar (322 pages, Praeger Publishers, £7.25). Marketing research is an important and exciting subject. In the developing countries it is also a controversial subject, for doubts exist among some practitioners and writers as to the feasibility of applying research techniques in a primitive market environment. To show that it is neither impossible nor impossibly difficult, that it can be taught and learnt easily, and to encourage its growth, Dr. Kracmar has written a practical handbook of the most successful techniques, based on his long experience in the consumer-goods field and on an extensive survey of research projecst. It provides step-by-step descriptions of marketing-research procedures tailored to a developing economy. Separate chapters are devoted to: interviewing; sampling; quantitative, product, price, advertising, retailing and financial marketing research; writing the research report; and the establishment of a market research function in a firm. Other features of the volume include: a comprehensive dictionary of marketing-research terms; a six-language glossary of more than 150 common terms; case histories from 14 countries covering every continent; 17 statistical indicators of market size in 140 countries having per capita incomes of less than $700 a year; addresses of marketing research firms in more than 40 developing countries; and an annotated bibliography.

The East European Trade Council has recently produced two pamphlets which should prove useful to those concerned with developing this growing market, where commercial activity is differently structured from the more familiar western trading areas. **Industrial Co-operation in Eastern Europe** (8 pages, East European Trade Council, 21 Tothill Street, London SW1H 9LP, post free) describes the main categories of industrial co-operation in east-west economic relations and also seeks to indicate some of the main obstacles which may deter potential contractors. Of the three relevant types of co-operation—industrial co-operation agreements (ICAs), joint tenders, and joint ventures—by far the most important, both in terms of the number of agreements completed and the volume of trade generated, is the ICA. This publication concentrates on them. **Publicity in Eastern Europe** (39 pages, EETC, 25p) emphasises the increasing importance of publicity throughout Eastern Europe and advises on the use of the media available. While in no sense a definitive work, this handbook touches on all the essential publicity promotional techniques of advertising, exhibitions and lectures. The booklet also contains descriptions of advertising agencies in Eastern Europe and publicity organisations in Great Britain and concludes with a list of regular international exhibitions in the Eastern Bloc countries. British firms interested in this region may find it useful to consult the Department of Trade and Industry series of *Hints to Businessmen* booklets available post free from the Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU.

Parallel Money Markets—Volume Two: Overseas Markets, by Paul Einzig (256 pages, Macmillan, £4.95 SBN 333 11807 3). Volume 1 of Dr. Einzig's study of parallel money markets —*The New Markets in London*—was reviewed in *Trade and Industry* on May 12, 1971, and the review included a brief definition of the term 'parallel' used in relation to money markets. This second volume is the first attempt to produce a comprehensive survey of the complex system of world money markets, some of which, especially in the United States and Canada, are comparatively recent. Although well known in their countries, little has been written about their development, and this volume should fill an important gap in British financial literature. The book is divided into four parts: the United States; the money markets of Canada; Europe, including the Euro-dollar complex of institutions; and other overseas money markets, concluded with a useful chapter on their future. The material contained in this volume describes the world-wide trend towards the creation of local facilities for borrowers and lenders. It also discusses official attitudes to those countries new to these developments, and the use made of the new facilities for the application of monetary policy devices, especially open market operations. A postscript brings volume one up to date by dealing with the effects of the new Bank of England regulations on the London money market. A select bibliography enhances the value of this pioneering work which should prove of use to all those, professional and others, concerned with this highly important and rapidly developing field.

Information on 'T & I' material

Readers seeking detailed information on material published in *Trade and Industry*—such as the date on which a particular article was published—should contact the DTI Library at 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, ext. 3038). The library compiles the quarterly index to *Trade and Industry*.

STATISTICS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	Dec. 2, 1971
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6M)	April 6, 1972
Balance of payments:	
Civil aviation (A)	Mar. 16, 1972
Trends in invisible transactions (Q)	Mar. 23, 1972
UK balance of payments (Q)	Mar. 23, 1972
Bankruptcy orders (Q)	Mar. 9, 1972
Business names registered (A)	Feb. 10, 1972
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	April 13, 1972
Catering trades turnover (M)	April 13, 1972
Chemicals industry (Q)	Mar. 23, 1972
Clothing: made-up clothing: orders and deliveries (M)	This week
Companies:	
Acquisitions and mergers (Q)	Nov. 18, 1971
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	Mar. 30, 1972
Computers:	
UK computer market (Q)	Jan. 20, 1972
Construction work overseas (A)	Oct. 7, 1971
Credit:	
Instalment credit business (M)	April 13, 1972
Instalment trade credit (A)	April 13, 1972
ECGD business (Q)	April 6, 1972
Electronics capital equipment deliveries, research and development (Q)	Feb. 10, 1972
Engineering and electrical goods:	
Deliveries and orders (M)	April 6, 1972
Film industry:	
British Film Fund Agency returns (M)	April 13, 1972
Cinema admissions and takings (M)	April 20, 1972
Overseas payments and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 3, 1972
Trends in film going (A)	Aug. 19, 1971
Food:	
Consumption levels (6M)	Mar. 30, 1972
Household consumption (Q)	Mar. 23, 1972
Footwear industry production, orders and deliveries (M)	April 6, 1972
Foreign trade:	
EFTA trade (Q)	Mar. 23, 1972
Industrial countries trade and production (Q)	Feb. 24, 1972
World exports of manufactures (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	April 13, 1972
Unit value and volume index nos. (M)	April 20, 1972
Value of overseas trade (M)	April 20, 1972
Value of overseas trade: analysis of trends (Q)	Mar. 16, 1972
Hire purchase business (M)	April 13, 1972
Industrial building approved (Q)	This week
Industrial development certificates refused (A)	July 15, 1971
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	Mar. 30, 1972
Wales index (Q)	Dec. 23, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	Jan. 13, 1972
Investment and earnings overseas (A)	Mar. 23, 1972
Machine tools deliveries and orders (Q)	Mar. 23, 1972
Man-made fibres:	
Analysis of production (Q)	Mar. 16, 1972
Deliveries (Q)	Mar. 16, 1972
Production (M)	April 20, 1972
Volume of production (M)	April 20, 1972
Motor industry:	
Car and commercial vehicle production (M)	April 6, 1972
Motor trades turnover (M)	April 20, 1972
Office development permits (Q)	Mar. 23, 1972
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 26, 1971
Retail prices index (M)	This week
Retail trades:	
Index nos. (M)	April 13, 1972
N. Ireland index (M)	This week
Royalty transactions (A)	Mar. 30, 1972
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	Mar. 2, 1972
Steel consumption (Q)	Mar. 23, 1972
Stocks:	
Distributive and service trades (A)	Dec. 23, 1971
Industry's stocks (Q)	April 13, 1972
Retail (M)	April 13, 1972
Television:	
Overseas payments and earnings (A)	Aug. 5, 1971
Textiles:	
Activity in the textiles industry (Q)	April 13, 1972
Cotton production (M)	April 20, 1972
Hosiery production (M)	This week
Textile orders and deliveries (M)	This week
Wholesale houses sales (M)	This week
Wool exports (Q)	Mar. 23, 1972
Wool output (M)	April 20, 1972
Tourism:	
International tourism (A)	Oct. 28, 1971
UK tourist traffic (M)	April 20, 1972
UK official reserves (M)	Mar. 9, 1972
Wholesale prices:	
Average prices of selected commodities (A)	Mar. 9, 1972
Index nos. (M)	April 20, 1972

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	April 6, 1972
Business Monitor titles	This week
Customs notices of interest to exporters	Feb. 3, 1972
DTI addresses (regional offices)	Feb. 10, 1972
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	Feb. 10, 1972
Guide to DTI	Feb. 10, 1972
Index Jan.-Mar. 1971	May 26, 1971
Official Receivers' offices	May 20, 1970
Programme of trade promotions	April 20, 1972
Release dates of economic statistics	This week

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963 26,973	1963	1963 21,763	1963 20,127	1963 20,127	1966 11,372	1963 4,912	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	136	135	112	103.6	139	131	144	145	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	140	148	132	132	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	152	157	119	136	260	214	42	13
1971	122	124.9	172	171	119	104.8	142	140	161	122 p	143 p	51	–129	–3	36
1969 4th qtr	120	123.3	147	147	114	102.9	139	145	153	127	133	91	74	2	—
1970 1st qtr	117	123.8	149	148	114	103.3	135	145	146	114	133	–25	42	1	–41
2nd qtr	121	123.5	155	153	116	104.2	143	153	163	119	137	103	55	12	14
3rd qtr	120	124.3	159	158	117	104.6	140	154	156	121	134	104	44	7	—
4th qtr	122	124.6	163	160	117	104.7	143	157	165	120	139	83	72	23	15
1971 1st qtr	118	124.3	164	161	115	102.1	138	146	148	114	146	82	41	2	–44
2nd qtr	121	125.2	170	170	119	104.4	142	139	164	122	141	–58	–114	12	38
3rd qtr	123	125.6	175	175	120	105.5	142	144	165	122	141	–36	–59	–12	6
4th qtr	124	124.3	179	178	121	107.4	144	133	166	130 p	142 p	63	4	–4	36
Aug		125.3				106.2									
Sept		126.3				105.3									
Oct		124.7				108.4									
Nov		124.4				106.8									
Dec		123.9				107.1									
1972 Jan		124.6				107.0									
Feb		111.9				106.0									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: all manufacturing industry§§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Export (¶)	Imports (‖)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base on index £m in base year	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956	Series in thousands			1963 4,282	1963 4,362	Series in £ million
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	121	120	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	120	130	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	146	159	–291
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	443
1970	125	140.2	*6.4*	126.2	127.7	217.7	573	186	24,135	184	181	611
1971	114	153.4	*9.4*	132.4	137.7	246.4	744	129		207	197	952
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	557	194	24,275	181	171	218
2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	188	24,138	183	183	114
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	583	185	24,072	175	178	75
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	586	176	24,054	199	190	204
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	642	150	23,824	186	189	88
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	713	128	23,782	214	199	278
3rd qtr	117	155.3	*10.1*	133.9	139.2	248.6	782	119	23,639	217	197	346
4th qtr	114	157.3	*9.2*	132.9	140.0	257.0	836	118		213	202	240
1972 1st qtr				134.0 p	141.6 p	265.8 p	877	124		207 p	213 p	
1971 Sept	117	155.5	*9.9*	132.5	139.5	250.0	799	115		223	203	
Oct	116	156.4	*9.4*	132.3	139.8	250.7	813	118		216	202	
Nov	114	157.3	*9.2*	132.8	139.9	257.8	840	120		200	197	
Dec	114	158.1	*9.0*	133.6	140.3	262.6	855	116		222	208	
1972 Jan		159.0	*8.2*	134.8	141.2	265.2	872	119		208 p	204 p	
Feb		159.8	*8.1*	133.6 p	141.7 p	265.6	872	126		211 p	216 p	
Mar				133.7 p	142.0 p	266.5	886	126		202 p	220 p	
Apr							890 p	128 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries.

Industrial building approved in the first quarter of 1972

INDUSTRIAL development certificates approved for projects of 10,000 sq. ft. and over in the first quarter of 1972 were for a total floor area of 20 million sq. ft. This was the highest figure since the fourth quarter of 1970.

For the 12 months to the end of March 1972 the total floor area approved was 63.7 million sq. ft., compared with 84.5 million sq. ft. in the previous 12 months.

A feature of the first quarter was the high figure for the intermediate areas; at 3.3 million sq. ft. the floor area approved was the highest quarterly figure since these areas were announced in June 1969, with some additions in February 1971. The additional areas announced towards the end of March this year are not included in this comparison. As well as listing additional intermediate areas, The White Paper on Industrial and Regional Development (*Trade and Industry*, March 30) announced the intention to discontinue industrial development certificates in the development areas and to raise the exemption limits elsewhere to 15,000 sq. ft. except in the South East Planning Region, where a new limit of 10,000 sq. ft. was announced.

In view of this more restricted coverage, statistics of approvals will not be published as a press notice or in *Trade and Industry* in future. Statistics for the second and subsequent quarters will be available from the Department of Trade and Industry, EcS4C, Room 815, Millbank Tower, London SW1P 4QU (tel: 01-834 2255, ext. 178), those for the second quarter towards the end of July.

Notes

Table 1. The figures relate to schemes, 10,000 sq. ft. and over, for both manufacturing and non-manufacturing industry approved during the periods stated: New buildings, extensions to existing premises and existing buildings turned to industrial use are included.
(1) The figures in this column are Development Area approvals as percentage of Great Britain totals. The places designated as Development Areas under the Industrial Development Act 1966 are the whole of the North Region, most of Scotland and Wales, and parts of the North West and South West Regions.
(2) The figures in this column are intermediate Area approvals as percentage of Great Britain totals. The places designated as Intermediate Areas under the Local Employment Act 1970 cover broadly, the Yorkshire Coalfield, North Humberside, North East Lancashire, parts of the Notts-Derby Coalfield, parts of South East Wales, Plymouth, and Leith announced in June 1969 and the Bridlington, Filey, Oswestry, Okehampton, Tavistock, Edinburgh and Portobello employment exchange areas announced on February 18, 1971. Percentages are calculated from figures expressed in thousands of square feet. All floor area figures are derived from records in which each case is rounded to the nearest thousand feet.
Table 2. The exemption limits, above which certificates are needed, were raised on December 15, 1970 from 3,000 to 5,000 sq. ft. in the South East (except Isle of Wight), East Anglia, East and West Midland regions and from 5,000 to 10,000 sq. ft. elsewhere. For developments up to the limits only certain types of cases need certificates.

TABLE 2. INDUSTRIAL DEVELOPMENT CERTIFICATES APPROVED

(Cases of under 10 thousand square feet) — Million square feet

	Under 5 thousand square feet (0-4)			5 and under 10 thousand square feet (5-9)		
	South East Anglia East and West Midlands	Rest of Great Britain	Total Great Britain	South East Anglia East and West Midlands	Rest of Great Britain	Total Great Britain
1967	2.7	0.6	3.3	6.5	4.5	11.0
1968	3.3	0.6	3.9	7.8	5.3	13.1
1969	3.6	0.7	4.3	8.2	5.5	13.7
1970	3.3	0.5	3.8	7.6	4.8	12.5
1971	0.6	0.1	0.7	4.5	0.4	4.9
1968 1st quarter	0.8	0.2	1.0	1.7	1.2	3.0
2nd quarter	0.6	0.1	0.8	2.0	1.4	3.4
3rd quarter	0.9	0.2	1.1	2.1	1.3	3.3
4th quarter	0.9	0.1	1.0	2.0	1.3	3.4
1969 1st quarter	1.0	0.2	1.2	2.1	1.7	3.9
2nd quarter	1.0	0.2	1.2	2.2	1.3	3.5
3rd quarter	0.8	0.2	0.9	2.0	1.2	3.3
4th quarter	0.8	0.1	1.0	1.8	1.3	3.1
1970 1st quarter	0.9	0.2	1.1	2.1	1.3	3.4
2nd quarter	0.9	0.1	1.0	2.1	1.4	3.5
3rd quarter	0.8	0.1	0.9	1.7	1.1	2.9
4th quarter	0.7	0.1	0.8	1.8	1.0	2.7
1971 1st quarter	0.2	0.0	0.2	1.2	0.1	1.3
2nd quarter	0.1	0.0	0.2	1.1	0.1	1.2
3rd quarter	0.2	0.0	0.2	1.2	0.1	1.3
4th quarter	0.1	0.0	0.1	1.0	0.1	1.2
1972 1st quarter p	0.3	0.0	0.3	1.4	0.2	1.6

TABLE 1. INDUSTRIAL DEVELOPMENT CERTIFICATES APPROVED

(Excluding cases of under 10 thousand square feet) — Million square feet

	GREAT BRITAIN															
	Total	Development Areas (1)		Intermediate Areas (2)		Rest	North	Yorkshire and Humberside	East Midlands	East Anglia	South East	South West	West Midlands	North West	Wales	Scotland
1967	76.6	26.9	35	5.2	7	44.5	7.0	7.5	5.6	3.2	17.8	5.4	5.6	9.6	5.1	9.7
1968	98.0	35.7	36	5.9	6	56.4	11.4	7.6	6.2	4.1	18.1	5.3	9.9	16.0	8.2	11.3
1969	103.0	30.6	30	7.2	7	65.2	9.2	13.8	5.8	5.8	22.7	5.8	8.6	15.1	7.6	8.6
1970	89.0	29.9	34	8.6	10	50.5	7.8	7 4	5.8	2.7	19.5	5.2	7.7	14.4	8.0	10.3
1971	61.9	18.2	29	4.6	7	39.1	4.6	5.0	4.6	2.8	17.4	3.4	5.6	7.5	3.0	8.1
1968 1st quarter	21.7	8.4	39	1.4	6	11.9	2.5	1.6	1.5	1.4	3.3	1.3	1.4	3.4	1.6	3.7
2nd quarter	24.0	7.6	32	1.5	6	14.9	3.2	2.6	1.1	0.8	4.6	1.7	3.5	3.0	1.1	2.3
3rd quarter	28.1	12.1	43	1.5	5	14.5	4.2	1.9	1.3	1.1	5.7	1.3	2.4	4.6	2.9	2.7
4th quarter	24.3	7.7	32	1.6	7	15.0	1.4	1.5	2.2	0.8	4.5	1.1	2.6	4.9	2.6	2.6
1969 1st quarter	29.6	8.8	30	1.7	6	19.1	2.4	3.1	1.9	1.8	7.4	2.0	2.2	4.2	2.2	2.4
2nd quarter	26.7	9.3	35	1.6	6	15.7	3.7	1.8	1.5	1.6	6.0	1.5	2.2	4.7	1.9	1.8
3rd quarter	22.8	6.2	27	1.6	7	15.0	1.8	3.2	1.3	1.2	5.0	1.3	2.2	2.9	2.1	2.0
4th quarter	23.9	6.2	26	2.2	9	15.5	1.3	5.8	1.1	1.1	4.5	1.0	2.0	3.4	1.4	2.3
1970 1st quarter	22.7	6.6	29	2.5	11	13.6	1.7	1.7	1.4	0.6	5.1	1.1	2.5	5.1	1.9	1.6
2nd quarter	23.7	9.3	39	1.5	6	12.9	3.5	1.6	2.0	0.8	4.9	1.4	1.6	2.9	2.7	2.2
3rd quarter	22.0	7.2	33	2.6	12	12.2	1.5	1.6	1.2	0.7	5.2	1.4	2.2	3.3	1.5	3.4
4th quarter	20.6	6.9	33	2.0	10	11.7	1.1	2.5	1.2	0.5	4.3	1.3	1.5	3.1	2.0	3.1
1971 1st quarter	18.2	4.6	25	1.7	9	11.9	1.7	1.9	1.0	0.7	4.7	0 9	2.2	2.1	0.7	2.3
2nd quarter	14.9	5.8	39	1.0	7	8.1	1.5	1.1	1.0	0.4	3.7	1.1	1.0	1.9	1.4	1.8
3rd quarter	15.1	4.1	27	0.8	5	10.2	0.7	1.0	1.5	1.0	5.2	0.6	0.9	2.1	0.3	1.8
4th quarter	13.7	3.7	27	1.1	8	8.9	0.7	1.1	1.1	0.7	3.7	0.8	1.5	1.4	0.5	2.2
1972 1st quarter p	20.0	5.8	29	3.3	16	11.0	1.1	3.0	1.7	1.0	3.9	1.1	1.8	1.8	1.5	3.1

p First quarter figures are provisional.

Index of industrial production for February

THE provisional estimate index of production for February 1972, prepared by the Central Statistical Office, is 111.9 (seasonally adjusted). For manufacturing industry alone the figure is 114.0.

For the three months December 1971 to January 1972, it is provisionally estimated that production as a whole was 4.0 per cent lower than the figures for the preceding three months, September to November 1971; for manufacturing industries alone there was a decrease of 3.0 per cent.

The average index numbers of the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major groups in recent months.

INDEX OF INDUSTRIAL PRODUCTION

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco					Engineering and allied industries						
				Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1967	113.9	89.1	114.2	110.8	108.6	115.0	116.3	130.4	115.6	123.1	123.1	129.1	90.0	106.3	105.0
1968	119.8	84.8	121.4	115.5	112.3	121.6	126.4	140.0	122.4	125.5	134.7	137.4	86.8	117.2	113.4
1969	122.9	80.3	125.6	118.9	115.9	124.8	139.3	148.7	127.4	131.3	146.6	144.0	85.4	119.7	119.4
1970	124.1	78.3	127.1	121.5	117.0	130.2	151.1	157.9	128.1	134.9	152.2	148.5	86.1	115.9	115.4
1971	124.9	79.7	126.9	123.5	117.9	134.2	157.8	161.5	127.4	132.9	156.3	154.4	83.7	115.0	107.7
1969 4th quarter	123.5	76.9	126.7	122.1	119.2	127.8	142.8	152.7	128.1	133.8	143.1	145.2	86.0	118.3	119.8
1970 1st quarter	123.8	80.2	126.6	118.2	114.4	125.9	150.0	151.3	128.3	134.5	154.1	147.2	85.6	119.2	113.4
2nd quarter	123.5	79.3	126.1	121.3	115.4	132.9	145.3	158.3	127.3	134.8	157.0	147.7	84.7	114.1	114.5
3rd quarter	124.3	78.8	127.3	122.8	118.7	130.8	153.3	160.2	127.0	135.1	147.8	148.0	86.8	111.0	117.4
4th quarter	124.6	74.8	128.4	123.5	119.5	131.2	155.8	162.0	129.7	135.2	150.1	151.3	87.1	119.2	116.1
1971 1st quarter	124.3	82.0	126.7	121.4	116.9	129.7	157.8	159.6	126.2	134.0	158.5	154.5	86.1	111.1	104.0
2nd quarter	125.2	81.5	127.1	123.0	116.9	134.3	158.8	161.1	129.0	135.2	151.9	154.3	83.6	120.0	107.1
3rd quarter	125.6	79.5	127.4	125.6	118.8	138.3	154.1	160.2	127.3	131.6	158.5	153.7	83.1	115.3	110.1
4th quarter	124.3	75.6	126.2	124.1	118.6	134.2	161.0	165.1	127.1	131.3	155.8	155.0	82.0	114.4	110.1
August	125.3	80	126.4	123	118	133	152	157	127	131	158	153	83	119	103
September	126.3	79	128.3	129	120	145	159	165	126	130	157	152	83	113	112
October	124.7	83	126.2	123	120	129	152	160	129	133	156	153	82	118	113
November	124.4	74	125.9	126	121	136	170	167	125	131	156	155	82	109	107
December	123.9	71	126.6	123	115	138	162	168	128	130	156	157	82	116	110
1972 January	124.6	41	128.2	126	119	139	153	166	124	129	159	157	81	107	105
February	111.9	25	114.0	121	118	125	137	158	110				81	95	92
Sept.-Nov. (av.)	125.1	79	126.8	126	120	137	160	164	127	131*	157*	152*	82	114	111
Dec.-Feb. (av.)	120.1	45	122.9	123	117	134	151	164	120	130*	157*	157*	81	106	102

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.							
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1967	104.7	105.0	103.8	103.2	105.0	90.2	101.5	120.1	124.4	112.4	111.5	114.2	122.7	119.4	121.2
1968	111.1	111.2	110.8	113.1	119.2	93.3	103.7	127.3	130.3	121.8	118.5	118.3	135.2	121.8	128.2
1969	114.5	116.1	109.3	115.6	123.5	93.9	102.7	127.8	126.9	129.3	110.8	123.4	141.6	119.0	136.2
1970	114.8	116.6	109.2	116.6	124.9	92.9	103.1	125.2	122.4	130.3	113.6	120.5	145.6	115.7	143.8
1971	103.7	104.1	102.4	118.1	125.1	88.5	108.1	132.7	131.9	134.1	116.2	116.5	149.0	117.5	154.4
1969 4th quarter	114.3	118.0	102.5	114.1	123.2	90.9	101.3	126.0	124.2	129.2	112.8	125.2	141.1	117.2	138.9
1970 1st quarter	116.5	119.0	108.5	115.1	123.2	91.6	102.1	122.3	117.1	131.8	106.6	123.6	144.2	114.8	146.1
2nd quarter	115.1	117.0	109.0	115.8	123.9	93.7	102.6	121.8	122.1	121.3	115.0	120.3	142.3	117.7	141.6
3rd quarter	113.8	115.8	107.4	117.7	126.8	93.6	102.6	128.8	126.5	132.9	113.2	120.5	146.2	116.6	143.6
4th quarter	114.0	114.6	112.0	117.8	125.9	92.8	105.0	127.9	123.8	135.1	119.7	117.6	149.5	113.7	143.8
1971 1st quarter	111.0	112.3	107.0	117.7	125.2	90.6	106.7	130.8	130.6	131.3	117.9	112.0	146.2	116.4	148.6
2nd quarter	102.0	102.1	101.4	117.3	124.3	87.8	107.6	134.0	131.1	139.3	117.6	117.9	149.5	118.4	153.4
3rd quarter	103.4	104.1	101.4	119.3	126.3	88.6	109.9	132.7	133.0	132.1	111.8	119.3	151.8	118.4	158.1
4th quarter	98.4	97.9	100.0	118.0	125.2	87.1	108.3	133.3	133.2	133.5	117.8	116.9	148.2	116.8	157.7
August	102	102	101	118	124	89	108	131	131	133	109	120	148		164
September	101	100	102	121	127	89	111	140	142	136	118	121	158		158
October	102	101	104	119	126	88	111	130	134	125	117	117	143		158
November	98	99	97	117	124	87	107	130	128	135	120	118	149		164
December	95	94	100	118	126	86	107	139	138	141	117	115	152		152
1972 January	107	105	114	120	127	87	112	137	138	135	122	115			165
February	75	74	77	105	110	83	99	105	103	109	121	111			147
Sept.-Nov. (av.)	100	100	101	119	126	88	110	134	135	132	118	119	152†		160
Dec.-Feb. (av.)	92	91	97	115	121	86	106	127	126	128	120	114	148†		155

† Latest available 3 months (October-December) and previous 3 months (July-September).
* Latest available 3 months (November-January) and previous 3 months (August-October).

Textile industry orders and deliveries

In the three months ended February 1972 net new orders received by the textile industry were provisionally estimated to have been 5 per cent more than in the three months ended November 1971; deliveries were 4 per cent less. Orders-on-hand at the end of February were 5 per cent higher than at the end of November. These comparisons are based on the seasonally adjusted series in the accompanying table.

TEXTILE INDUSTRIES

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	117		105		100	
1964	129		106		103	
1965	124		103		104	
1966	105		97		102	
1967	118		102		99	
1968	144		118		111	
1969	134		113		113	
1970	125		112		114	
1971 p	126		113		113	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	148	144	121	113	116	113
2nd quarter	143	143	109	114	115	116
3rd quarter	133	137	93	106	103	112
4th quarter	134	134	119	109	118	112
1970 1st quarter	137	132	118	113	114	114
2nd quarter	130	129	109	110	117	114
3rd quarter	127	131	102	116	105	114
4th quarter	125	125	119	110	121	115
1971 1st quarter	123	118	113	106	114	113
2nd quarter	126	124	115	116	112	110
3rd quarter p	117	120	95	110	105	115
4th quarter p	126	126	130	121	121	114
1970 April	135	132	112	112	120	113
May	132	130	105	109	113	116
June	130	129	110	109	117	112
July	128	130	89	115	95	111
August	126	130	96	119	104	120
September	127	131	121	115	116	111
October	126	130	124	114	128	117
November	127	127	134	109	131	117
December	125	125	98	107	104	111
1971 April	125	122	112	114	106	102
May	126	123	120	122	119	118
June	126	124	113	113	111	109
July p	119	119	76	101	99	116
August p	118	120	95	119	99	116
September p	117	120	115	110	117	113
October p	118	119	129	117	126	118
November p	120	118	134	110	128	116
December p	126	126	127	135	109	109
1972 January p	129	126	121	121	111	121
February p	129	124	103	97	104	103

Complete description and notes on the construction of the above tables can be found in *Trade and Industry*, dated December 30, 1970 (page 587).

Economic Progress Report for May

The May issue of *Economic Progress Report*, published on April 21, carries an article on reform of Corporation Tax. In his Budget statement, the Chancellor of the Exchequer proposed that a new system of corporation tax—the 'imputation' system—should come into force in April 1973. Some extracts from the recent White Paper explaining, in broad outline, how it is proposed that the new tax will work are given in the article. *Economic Progress Report* is available from Circulation Section (H), Central Office of Information, Hercules Road, London, SE1.

Hosiery and other knitted goods index of production

In the three months ended February 1972, the volume of production of hosiery and other knitted goods (including knitted fabrics) was provisionally estimated to have been 3 per cent more than in the three months ended November 1971.

The above comparison has been based on the seasonally adjusted figures in the accompanying table.

The seasonally adjusted figures for 1971 are based on the seasonal pattern up to the end of 1970 and may be subjected to slight revision when the complete figures for 1971 have been incorporated.

The actual figures allow for differences in the lengths of calendar months, but not for holidays or other seasonal variations.

A short note on the construction of the index was given in the *Board of Trade Journal*, dated May 27, 1970 (page 1455).

1963 = 100

1964	109	
1965	114	
1966	114	
1967	114	
1968	132	
1969	147	
1970	149	
1971 p	148	
	Actual	Seasonally adjusted
1969 1st quarter	133	143
2nd quarter	145	153
3rd quarter	143	144
4th quarter	166	147
1970 1st quarter	138	153
2nd quarter	143	146
3rd quarter	144	146
4th quarter	170	151
1971 1st quarter	133	143
2nd quarter	145	153
3rd quarter	145	147
4th quarter p	170	151
1971 January	124	150
February	135	138
March	140	140
April	136	151
May	149	160
June	150	149
July	139	155
August	132	145
September	163	141
October p	182	151
November p	181	148
December p	149	154
1972 January p	135	163
February p	135	138

Retail sales in Northern Ireland

The index of retail sales in Northern Ireland for January was 129 (1965 = 100), 1 per cent more than in January 1971 and a smaller increase than in the last quarter of 1971.

After allowing for price changes, the total volume of sales in January 1972 was 7 per cent less than a year earlier.

Index numbers of the value of sales and percentage increases on a year earlier for the main groups of traders in January are shown below. More detailed information can be obtained from the Ministry of Commerce, Index of Retail Sales, Chichester House, 64 Chichester Street, Belfast BT1 4JX (Tel: Belfast (0232) 34488, ext. 336)

	January 1972	
The value of sales by:	Index No. 1965 = 100	Percentage increase
All kinds of business	129	1
Food shops	141	4
Non-food shops	121	−1
Of which:		
Clothing and footwear shops	133	−4
Durable goods shops	140	4
Miscellaneous non-food shops	120	—
Department and general stores	87	−10

Made-up clothing orders and deliveries

In the three months ended February 1972 net new orders received by the made-up clothing industry were provisionally estimated to have been 8 per cent less than in the three months ended November 1971. Deliveries, which remained at the same level, exceeded net new orders, and order books at the end of February were 1 per cent lower than at the end of November.

MADE-UP CLOTHING

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	107		101		100	
1964	112		104		104	
1965	137		112		109	
1966	114		106		109	
1967	124		107		105	
1968	148		110		107	
1969	143		107		107	
1970	155		112		111	
1971	184		120		116	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	132	143	101	102	109	106
2nd quarter	143	134	110	105	104	109
3rd quarter	133	145	102	114	108	108
4th quarter	143	143	114	106	108	107
1970 1st quarter	140	149	109	114	110	110
2nd quarter	151	142	115	106	109	110
3rd quarter	142	151	105	115	110	110
4th quarter	155	155	121	115	114	112
1971 1st quarter	153	169	118	121	119	115
2nd quarter	184	178	130	123	113	118
3rd quarter	161	171	102	112	115	115
4th quarter	184	184	131	124	118	117
1970 April	139	147	111	103	112	107
May	149	144	121	107	105	113
June	151	142	114	108	110	111
July	146	143	97	110	105	108
August	138	139	88	107	101	113
September	142	151	130	128	123	108
October	149	154	138	119	126	114
November	158	152	133	108	118	110
December	155	155	92	118	97	112
1971 April	152	167	114	118	115	121
May	182	179	165	146	116	125
June	184	178	111	106	107	108
July	174	173	94	106	111	115
August	160	161	81	99	104	117
September	161	171	132	130	130	114
October	167	173	143	124	133	120
November	185	178	153	124	124	116
December	184	184	96	124	99	115
1972 January	179	177	102	115	110	125
February p	174	176	111	108	119	110

Financial data on small firms

The financial experience of small firms in the UK, employing less than 200, is described in a Report† commissioned by the Committee of Inquiry on Small Firms and published by the Department of Trade and Industry. The study, the largest of its kind ever undertaken in this country, is based on the replies of a sample of 2,115 small firms to a questionnaire seeking accounting information for the years 1961 and 1968.

The Report describes the forms of finances employed by these firms, the structure of their assets, and their profitability. Comparisons are made between these small firms and large quoted companies and the Report also examines the distinguishing financial characteristics of those firms that grew exceptionally rapidly during the period.

A companion study containing further information about the Committee's survey, together with full tabulation will be published in due course. Titled *A Postal Questionnaire Survey of Small Firms: Non Financial Data, Tables, Definitions and Notes*, this Report will be the final in the series of research Reports commissioned by the Committee.

† Committee of Inquiry on Small Firms Research Report No. 16, *A Postal Questionnaire Survey of Small Firms: An Analysis of Financial Data* (M. Tamari, HMSO 75p; 81½p by post.)

British films quota returns—1971

Returns of films exhibited in 1971, which all exhibitors are required to make under the Films Acts 1960 to 1970, have now been examined by the Department of Trade and Industry.

The Acts provide that cinemas must show British quota films to at least the extent of the percentages prescribed. For 1971, the standard quotas were 30 per cent for films shown as first features and 25 per cent for films (second features and short films) in the 'supporting programme'. Of the 1,301 cinemas whose returns were analysed, 101 cinemas which satisfied the conditions of the Act regarding quota relief had reduced quotas prescribed ranging from 12.5 per cent to 28.0 per cent instead of the standard first feature quota of 30 per cent; and 86 of these, playing a majority of double feature programmes, had reduced quotas ranging from 12.0 per cent to 23.0 per cent for supporting programme films. After allowing for these quota reliefs, the average prescribed quotas for the 1,301 cinemas were 29.1 per cent for first feature and 24.3 per cent for supporting programme.

The main points of the analysis are:

(1) The average proportion of British films exhibited at all cinemas for first feature and for the supporting programme was again above the prescribed level. The proportion, 44.3 per cent, of British films exhibited as first features showed an improvement over the previous year's achievement of 40.3 per cent. The figue for supporting programme, 37.1 per cent, also showed an improvement against 34.5 per cent for 1970.

(2) Of the 1,301 cinemas covered, 94 per cent achieved or exceeded their first feature quotas (against 96 per cent for the previous year) and 92 per cent their supporting programme quotas (against 90 per cent the previous year). A large proportion of those which failed to achieve their quotas did so by only a small margin.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, April 21, 1972. BR/E indicates that the film is a British quota folm.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Madame Sin	BR/E 36090/23/4/77	90	April 17	Scotia-Barber Distributors Ltd.	Independent Artists (Production) Ltd.
Mining Review No. 8—25th Year	BR/E 36092/23/4/77	9	April 17	Data Film Distributors Ltd.	National Coal Board
Vampire Circus	BR/E 36093/23/4/77	87	April 19	Rank Film Distributors Ltd.	Hammer Film Productions Ltd.
The Chairman's Wife	BR/E 36095/23/4/77	28	April 19	Paramount Pictures (UK) Ltd.	Musket Productions Ltd.
Movietone News 2237	BR/E 35896/23/4/77	8	April 21	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2237A	BR/E 35897/23/4/77	8	April 21	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Shoot First, Laugh Last	F 36091	75	April 17	Amanda Films Limited	Primax Italiana, Rome
Never Give An Inch	F 36094	114	April 19	Rank Film Distributors Ltd.	Universal Pictures and Newman-Forman Company Inc.
The Night of Counting the Years	F 36096	100	April 20	Contemporary Films Ltd.	Egyptian Cinema Organisation, Cairo
The Hippie Girls	F 36097	90	April 20	Antony Balch Films Ltd.	Cinepix, Montreal
Kotch	F 36098	114	April 20	Cinerama Releasing (UK) Ltd.	A.B.C. Picture Corporation

Release dates of economic statistics to be published in May 1972

This notice is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in May. The dates are those which Departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further enquiries about individual series should be addressed to the source named.

Publication date	Series	Method of release*	Source
May			
2 Tues	UK official reserves (April)	PN	Treasury
	Capital issues and redemptions (April)	PN	Bank of England
	Central Government borrowing requirement (March)	Fin Stats	CSO Treasury
	London Clearing Banks monthly statement (mid April)	PN	CLCB
	Weekly fuel statement	PN	DTI
3 Wed	CBI Industrial Trends Survey	PN	CBI
4 Thurs	Consolidated Fund and National Loans Fund (April)	London Gazette	Treasury
8 Mon	Hire purchase and other instalment credit business (March)	PN	DTI
	Retail trade (March)	PN	DTI
9 Tues	Numbers of foreign visitors to Britain (March)	PN	DTI
	Weekly fuel statement	PN	DTI
10 Wed	UK banks' eligible liabilities, reserve assets and reserve ratios (mid-April)	PN	Bank of England
11Thurs	UK overseas trade (April)	PN	DTI
	Wholesale price index numbers (April)	PN	DTI
12 Fri	Crude steel production (April)	PN	BSC BISPA
	Finished steel receipts, consumption and stock changes (1st qtr.-provisional)	PN	DTI
	Building Societies receipts and loans (April)	PN	BSA
15 Mon	Index of industrial production (March)	PN	CSO
	Turnover of the motor trades (March)	PN	DTI
	Turnover of the catering trades (March)	PN	DTI
16 Tues	Weekly fuel statement	PN	DTI
17 Wed	Basic rates of wages and normal weekly hours (end April)	PN	
	Monthly index of average earnings (March)	(19.03 hrs)	D of Employment
18 Thurs	Registered unemployed (prov.-May)	PN	D of Employment
	Unfilled vacancies (May)		
	Consumers' expenditure (1st qtr-2nd preliminary estimate)	PN	CSO
19 Fri	Retail prices index (April)	PN (19.30 hrs)	D of Employment
21 Sun	National Savings monthly progress report (April)	PN	DNS
22 Mon	New vehicle registrations (April)	PN	Dept. of Environment
23 Tues	Weekly fuel statement	PN	DTI
24 Wed	UK banks' assets and liabilities and the money stock (mid-April)	PN	Bank of England
25 Thurs	Car and commercial vehicle production (April)	PN	DTI
	Registered unemployed (final figures-(April)	Gazette	D of Employment
	Employment in production industries (March)		
	Overtime and short-time working in manufacturing industries (March)		
	Stoppages of work due to industrial disputes (April)		
	Electricity generation (April)	PN	DTI
30 Tues	Construction—new orders (1st qtr)	PN	Dept of Environment
	London Clearing Banks monthly statement (mid-May)	PN	CLCB
31 Wed	Housing starts and completions (April)	PN	Dept of Environment
	House improvement grants (April)		
	Bricks and cement production (April)	PN	Dept of Environment

* PN .. Press Notice

Sales by wholesale textile houses

SALES by wholesale textile houses in February showed an increase of 5 per cent on a year earlier, compared with increases of 7 per cent in December and 9 per cent in January.

The value of stocks at the end of February was 16 per cent higher than a year earlier.

TABLE 1. TOTAL SALES AND STOCKS

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stocks end period	
1966	110	*–3*	..	..
1967	104	*–5*	..	..
1968	108	*4*	..	..
1969	103	*–5*	..	..
1970	107	*4*	..	..
1971	115	*8*	..	..
1970 1st quarter	90	*2*	161	*5*
2nd quarter	97	*–2*	140	*1*
3rd quarter	105	*5*	146	*–7*
4th quarter	135	*8*	143	*–3*
1971 1st quarter	100	*10*	147	*–8*
2nd quarter	106	*10*	135	*–4*
3rd quarter	115	*9*	148	*1*
4th quarter	140	*4*	152	*6*
1971 February	99	*8*	139	*–10*
March	134	*13*	147	*–8*
April	115	*12*	136	*–7*
May	101	*10*	137	*–9*
June	103	*8*	135	*–4*
July	90	*8*	137	*–6*
August	110	*10*	142	*–1*
September	145	*8*	148	*1*
October	155	*1*	138	*7*
November	131	*6*	155	*10*
December	135	*7*	152	*6*
1972 January	72	*9*	152	*19*
February	103	*5*	160	*16*

TABLE 2. ANALYSIS BY DEPARTMENT

Percentage increase compared with a year earlier

	Sales		Stocks(‡)
	February 1972	January-February 1972	February 1972
Women's knitted outerwear, blouses and skirts	21	11	6
Women's coats, costumes, furs and raincoats	17	14	– 1
Women's underwear	4	– 1	11
Women's hose and children's socks	–16	–27	–19
Women's millinery	12	16	–17
Haberdashery, ribbons and wool	13	10	—
Children's wear	16	10	34
Men's and boys' shirts, pyjamas and outfitting	–15	– 2	40
Gloves	13	– 7	32
Piece-goods and nets	–15	–22	– 5
Household textiles	2	– 4	32
Floor coverings, furniture and hardware	1	12	23
Boots and shoes	14	1	11
Total†	5	7	16

† Including some items not included among the sub-headings.
‡ Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 3 Berners Street, London W1P 4JP (Tel. 01-580 2902).

General Index of Retail Prices for March

THE Department of Employment announces that the official index figure which measures changes in the average level of retail prices was 160.3 on March 21, 1972. This compares with 159.8 on February 22 and with 100.0 at the base-date, which was January 16, 1962.

The rise in the index during the month was due to increases in the prices of tomatoes and many other goods and services which were partly offset by a reduction in the average price of sugar.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London SE1 9NH.

Production series

Monthly at £1 a year post free:
- Tools and implements for December
- Cars and commercial vehicles for February
- Wood chipboard for February
- Imported timber for February

Quarterly at 37½p a year post free:
- Miscellaneous packaging products of paper and film for third quarter 1971
- Locomotives, railway track equipment, railway carriages, wagons and trams for third quarter 1971
- Toilet preparations for fourth quarter 1971
- Plastics products for second quarter 1971
- Spinning and doubling on the cotton and flax systems for third quarter 1971
- Timber (sawmilling, etc., and builders' woodwork) for third quarter 1971

Civil aviation series

Monthly at £1 a year post free:
- Airline Operations for December

Quarterly at 50p a year post free:
- Domestic Passenger Traffic for third quarter 1971

Miscellaneous series

Annually at 37½p post free:
- Overseas transactions for 1970

A complete list of titles of Business Monitors is published on page 165 of this issue.

Business Monitor for locomotives, railway carriages and track equipment

THE first results of a new statistical inquiry into manufacturers' sales of locomotives, railway track equipment, railway carriages, wagons and trams have now been published in the Business Monitor Series. The figures relate to the third quarter of 1971. The inquiry was started after consultation with industry and is designed to fit into the new system of industrial statistics being introduced by the Government Statistical Service. The new Monitor (reference P52) is available on subscription of 37½p per year from HMSO, PO Box 569, London SE1 9NH.

Business students from Cologne attended a lecture at DTI's Export House, Ludgate Hill, last week, and were then taken to the Export Intelligence Service data preparation centre at Neil House, Whitechapel. They are seen examining a machine which collates and stitches the EIS Daily Gazette. Information, sorted by computer, is also sent selectively to subscribers: between 15,000 and 48,000 export information cards are posted from Neil House each day.

New companies registered

BELOW are details of new companies registered in Great Britain during March 1972 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public companies	Private companies
Not exceeding £100	2,830	—	2,830
Over £100 but under £1,000	109	—	109
£1,000 but under £10,000	911	—	911
£10,000 but under £50,000	165	—	165
£50,000 but under £100,000	12	—	12
£100,000 but under £1,000,000	16	1	15
£1,000,000 and over	2	—	2
Total number	4,045	1	4,044
	£ thous.	£ thous.	£ thous.
Total amount of Nominal Capital	10,671	100	10,571

Companies registered in Great Britain in 1971 and 1972

	1971		1972	
	Number	Nominal capital £ thous.	Number	Nominal capital £ thous.
January	2,684	10,440	4,008	8,032
February	2,323	3,961	3,745	12,111
March	3,136	7,720	4,045	10,671
April	3,210	16,525		
May	3,088	5,233		
June	3,569	7,317		
July	3,142	6,631		
August	3,483	6,559		
September	3,139	9,140		
October	3,490	61,353		
November	3,950	8,073		
December	3,748	8,484		
Total	38,962	151,436		

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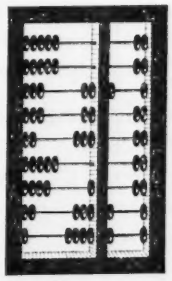

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Service and Distributive Series. Contains statistics showing movements in turnover of various sectors of retail and catering trades, instalment credit business of retailers and finance houses, and assets and liabilities of finance houses.

Miscellaneous Series. Gives detailed statistics on motor vehicle registrations, cinemas, finance and overseas travel and tourism.

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☐ P102 General chemicals (Q)
☐ P66 Organic chemicals (Q)
☐ P18 Paint (Q)
☐ P58 Pesticides and allied products (Q)
☐ P97 Pharmaceutical chemicals and preparations (Q)
☐ P22 Polishes (Q)
☐ P20 Soap and detergents (Q)
☐ P21 Synthetic resins and plastics materials (Q)
☐ P11 Toilet preparations (Q)

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☐ P63 Agricultural machinery (Q)
☐ P124 Ball and roller bearings (Q)
☐ P47 Contractors' plant (Q)
☐ P70 Cranes (Q)
☐ P3 Industrial trucks and tractors (Q)
☐ P13 Internal combustion engines (Q)
☐ P27 Mechanical handling plant (Q)
☐ P64 Metal-working machine tools (M)
☐ P76 Numerically controlled metal-working machine tools (Q)
☐ P23 Office machinery (Q)
☐ P28 Refrigerating machinery (Q)

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☐ P48 Photographic and document copying equipment (Q)
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☐ P51 Electric lamps (Q)
☐ P65 Electric light fittings (Q)
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☐ P50 Motor control gear (Q)
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☐ P82, 82A Merchant shipbuilding/Ships, boats and marine engineering (Q)

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☐ P52 Locomotives, railway track equipment, railway carriages, wagons and trams (Q)
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☐ P42 Wheeled tractors (M)

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☐ P32 Cutlery, spoons, forks, tableware and safety razors (Q)
☐ P34 Domestic hollow-ware (Q)
☐ P26 Engineers' tools (Q)
☐ P33 Jewellery (Q)
☐ P84 Metal furniture (Q)
☐ P31 Tools and implements (M)

Textiles
☐ P9 Carpets (Q)
☐ P73 Foam backing, foam laminating and fabric to fabric bonding (M)
☐ P4 Hosiery and other knitted goods (Q)
☐ P108 Jute (Q)
☐ P15 Lace (Q)
☐ P14 Linen (Q)
☐ P10 Narrow fabrics (Q)
☐ P118 Spinning and doubling on cotton and flax systems (Q)
☐ P72 Warp knitting (Q)

Leather, leather goods and fur
☐ P109 Fur (Q)
☐ P105 Leather and fellmongery (Q)
☐ P106 Leather goods (Q)

Clothing and footwear
☐ P94 Corsets and miscellaneous dress industries (Q)
☐ P17 Footwear (Q)
☐ P16 Gloves (Q)
☐ P110 Hats, caps and millinery (Q)
☐ P60 Made-up clothing (sales volume indices) (M)
☐ P90 Men's and boys' tailored outerwear (Q)
☐ P92 Overalls and men's shirts, underwear, etc. (Q)
☐ P89 Weatherproof outerwear (Q)
☐ P93 Women's and girls' light outerwear, lingerie, infants' wear etc. (Q)
☐ P91 Women's and girls' tailored outerwear (Q)

Pottery and glass
☐ P107 Glass (Q)
☐ P6 Pottery (Q)

Timber, furniture etc.
☐ P24 Bedding and soft furnishings (Q)
☐ P37 Imported timber (M)
☐ P99 Miscellaneous wood and cork manufacturers (Q)
☐ P85 Shop and office fitting (Q)
☐ P36 Timber (sawmilling etc. and builders' woodwork) (Q)
☐ P38 Wood chipboard (M)
☐ P98 Wooden containers and baskets (Q)
☐ P83 Wooden furniture and upholstery (Q)

Paper, printing and publishing
☐ P67 Boxes, cartons and fibreboard packing cases (Q)
☐ P75 General printing and publishing (Q)
☐ P71 Manufactured stationery (Q)
☐ P87 Miscellaneous manufactures of paper and board (Q)
☐ P68 Miscellaneous packaging products of paper and film (Q)
☐ P69, 74 Newspapers and periodicals (Q)
☐ P5 Paper and paper making materials (M)
☐ P86 Wallcoverings (Q)

Other industries
☐ P25 Brushes and brooms (Q)
☐ P45 Miscellaneous stationers' goods (Q)
☐ P88 Musical instruments (Q)

(continued)

☐ P40 Plastics floorcoverings, leathercloth etc. (Q)
☐ P95 Plastics products (Q)
☐ P7 Rubber (M)
☐ P44 Sports equipment (Q)
☐ P43 Toys, games and children's carriages (Q)

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☐ CA5 Airline operations £2.50 p.a. (Q)
☐ CA6 Domestic passenger traffic 50p p.a. (Q)
☐ CA7 Air passengers – international and cabotage 37½p p.a. (Q)
☐ CA8 Airline financial statistics 25p p.a. (A)

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☐ SD1 Food shops £2 p.a. (M)
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☐ SD4 Miscellaneous non-food shops £2 p.a. (M)
☐ SD5 Catering trades 60p p.a. (M)
☐ SD6 Instalment credit business of finance houses £1 p.a. (M)
☐ SD7 Assets and liabilities of finance houses 37½p p.a. (Q)
☐ SD8 Instalment credit business of retailers £1 p.a. (M)

Miscellaneous Series.

☐ M1 Motor vehicle registrations £5.25 p.a. (M)
☐ M2 Cinemas 20p p.a. (A)
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Impressive British display at New York motor show

From the British Trade Development Office, New York

SIX British motor manufacturers participated in the group exhibit sponsored jointly by the Society of Motor Manufacturers and Traders and the Department of Trade and Industry at the 16th International Automobile Show in New York. They presented a large and impressive display representing the best the British motor industry has to offer. The display was very well situated and excellently laid out.

The Show, which was held from April 1-9 at the New York Coliseum, is an established showcase and market-place for imported cars, whose sales now account for some 20 per cent of the United States automobile market. The six British manufacturers exhibiting this year—Aston-Martin, British Leyland, Jensen, Lotus, Rolls-Royce and TVR—all showed quality cars in the medium to upper price range, some with entirely new models as well as the latest improved versions of established favourites. The newest British car to be displayed was the Jensen-Healey 4-cylinder Lotus-powered sports model which was unveiled at a press conference on the preview day in the presence of its famous designer, Donald Healey. The company expects to export about 6,000 of these cars to the US each year. Also shown for the first time in New York was the TVR SM (Zante) which, for all its power and performance, claims to meet the stringent US anti-pollution standards.

Aston-Martin exhibited the sleek and immensely-powerful DBS V8 which, although shown last year, has since undergone thorough modification to bring its exhaust emissions down to an acceptable level. This is a problem which many foreign as well as domestic manufacturers are having to contend with in the US market. The Lotus Europa twin cam received its New York premiere along with its distinguished stablemates, the Plus-2 'S' 130 and the Elan Sprint. Orders for nearly 20 cars were taken by Lotus at the Show.

The centrepiece of the Rolls-Royce stand was a pale-blue Corniche convertible, resplendent with its cream hide upholstery and luxurious refinements (most of them standard equipment) such as stereophonic music reproducer, air-conditioning and electrically operated windows Two orders were taken during the week. Also exhibited were the Silver Shadow 4-door Sedan in both the standard and long wheel-base versions. These, too, were sold at the Show and tentative orders for two more Silver Shadows were received. Rolls-Royce are forecasting sales of about 700 of their models in the US this year, representing approximately one-third of the company's total production.

Special feature

An interesting feature of the large British Leyland exhibit was a 25-year old MG TC which was specially displayed to mark the Silver Jubilee of the introduction of the MG into the US. Since 1947, countless thousands of MGs have been shipped across the Atlantic and they are still the best-selling British cars in America. The Midget, MGB and MGB/GT were on display this year in several different versions along with the Triumph range. The Jaguar V12 convertible and the 2 + 2 coupe were, as always, a focal point of the Show for sports car enthusiasts, who also had the opportunity to examine a cutaway model of these cars' V12 engine. Completing the Jaguar range was the XJ6 4-door Sedan. British Leyland's latest offering in the US, the Stag, was shown in hard-top and convertible versions.

Most, though not all, major foreign car manufacturers exhibited at the Show but for the first time in its history, no major American automobile company had an official stand. Even General Motors' official presence was limited to a single model of the experimental safety vehicle which the company is developing at the request of the Department of Transportation.

The overall impression gained from the 1972 International Automobile Show was one of continuing keen competition among foreign car manufacturers, coupled with confidence that the small-car market in the US will remain a lucrative one for the foreign supplier. Nevertheless, with the approach of deadlines for compliance with Federal regulations affecting emission control and highway safety, the foreign manufacturers are all too aware that these requirements, which call for costly design modifications, together with frequent increases in freight rates, will inevitably erode to some extent their competitiveness with US domestic manufacturers. The British motor industry, despite its reduced share of the US market in the face of rapidly growing Japanese imports, still has a large stake in the quality car field and its excellent showing and results in New York this year give every reason for optimism.

Rolls-Royce, who exhibited at the New York International Automobile Show, are forecasting sales of about 700 of their models in the United States this year.

Better results at Munich Fashion Week for UK exhibitors

From the British Consulate-General, Munich

THE 25th Munich Fashion Week, which was held from March 19-23, attracted 1,500 exhibitors from 21 countries. The exhibition, which covered an area of 67,000 sq. metres, took place in all the halls of the Munich Fairground, in many major hotels throughout Munich and in various fashion houses around the City. Of the 1,500 exhibitors, 405 were from overseas countries. It was estimated that about 20,000 people visited the exhibition, and as this is a trade show it could be assumed that most of them were buyers, many of whom came from Austria and Switzerland.

Britain was the third largest foreign exhibitor with 61 companies, headed only by France with 100 exhibitors and Italy with 95. There was also strong representation from Austria, Finland, Sweden, Holland, Switzerland, Belgium, Denmark and Spain. Smaller exhibits came from Israel, the United States, Norway, Greece, Turkey and Hong Kong. It was particularly significant that the 25th Munich International Fashion Week provided a meeting place for manufacturers from Eastern and Western Europe. Poland, Hungary and Czechoslovakia exhibited for the first time in Munich.

The main types of clothing shown were top coats, costumes and jackets, dresses, trousers, knitwear, sports and leisure garments and skirts. In all 27 different types of garments were displayed, and they included underwear and accessories.

Autumn/Winter collection

Of the 61 British exhibitors, 33 took part in a joint venture sponsored by the Clothing Export Council of Great Britain and the Department of Trade and Industry. Almost all British exhibitors showed an Autumn/Winter 1972 collection on a double island site mounted by the Department of Trade and Industry. It was pleasing to note that results achieved by British exhibitors in general were much better than at the same event in March 1971. This was particularly gratifying for those exhibitors who had just had a successful showing in Copenhagen.

International opinion estimated the fair as good to very good. It was generally thought that prices were not the main criteria in the buyer's mind but rather that he was looking for quality and good delivery. Broadly speaking prices have increased by four to five per cent, due mainly to the use of better materials and more elegant styling.

Britain's participation at the 25th Mode Woche was of course more than usually important in view of our forthcoming entry into the European Common Market and a large amount of business was done by British firms, particular those selling blouses, kilts and teenage dresses. The British clothing industry, which regards Munich as a point of sale for EFTA partners Austria and Switzerland, hope that our coming membership of the EEC will enhance the chances of a breakthrough into the German market where, with a few but notable exceptions, business is still unsatisfactorily low.

Mixed performance

Performances by British manufacturers of ladies' coats were very mixed. Orders for artificial fur coats were also mixed. British exhibitors showing suede and leatherwear were again happy with their performance, although in one case business was a little below average.

A number of British exhibitors consolidated their relations with the large German mail order companies and with the buyers of departmental stores. In some cases new accounts with these customers were opened.

Many British exhibitors reported scarcely any visits by German buyers but an increased number of visits from Austrian and Swiss buyers. Dresses, costumes and, indeed, fur coats had also been sold to buyers from as far afield as Kuwait and Libya.

Difficult market

It is clear from the 25th Munich International Fashion Week that in general the German market will remain a difficult one for the next year or two and will therefore need to be tackled energetically and with full regard for German tastes.

Bavarian television screened a Mode Woche programme on the evening of the last day of the show. The commentator announced that we were the third largest foreign exhibitors and the film included some shots of one of the joint venture island stands.

Significantly, good performances were chalked up by Bacon Kilts, Lilygould, J. Nathan, Leygil Sidwall, E. Brown Leathers, Freegirl and Twomax. Some of the newer exhibitors were also pleased with their participation.

The next Munich Fashion Week will be held from October 1-5 1972. Firms interested in participating should contact Mr. Alec Elvy of the Clothing Council of Great Britain, 54 Grosvenor Street, London W1.

Vienna office show attracts wide range of exhibitors

From the British Embassy, Vienna

SPECIALISED exhibitions took another step forward in Austria when IFABO '72, the International Office Organisation Exhibition, was held from April 9-12 in the Messegelaende, Vienna. IFABO grew out of the Vienna International Fair and was first mounted in 1970 in the Messepalast Building in Central Vienna. Interest in it increased so greatly that it had to be mounted this year with 14,000 square metres of space in the recently renovated Messegelaende Centre.

180 exhibitors displayed the products and systems of the majority of the Austrian industry and those of about 270 foreign firms from 19 countries. There were some 30,000 visitors, who came mainly from all over Austria and from the Federal Republic of Germany and Switzerland.

The full range of office machinery and systems was shown: data processing, accounting and calculating, reproduction, dictating, document handling, furniture and office supplies. The visitors' interest was strong in many fields but was markedly noticeable in that of electronic accounting machines. With only nine months to go before the intended date for the introduction of Value Added Tax, Austrian companies were eager to survey the equipment which they will need to help them with this new tax system.

Occupying a prominent position at the entrance to the exhibitions halls was a joint venture stand sponsored by the Business Equipment Trades Association and the Department of Trade and Industry, in which eight British companies took part. All these exhibitors, together with the BETA representative who maintained an information counter, were well satisfied with the steady stream of visitors and the improved exhibition facilities.

Second appearance

Gestetner and Paragon who have long been well known in Austria, displayed their duplicating and offset machines and business forms and computer room equipment. Agovox were making their second appearance at IFABO and thought that it would do much to help them with continuing to establish their dictating machines in Austria. Special interest was shown in Block and Anderson's visual aid equipment and their agent was confident that a number of worthwhile orders would result. Handheld addressing machines were demonstrated by International Addressing Systems and date stampers by English numbering machines. Other exhibitors were Gross Cash Registers and Business Press International.

Prominent among those British manufacturers who exhibited individually were Rank Xerox, introducing their 400 Telecopier, and Business Computers who manufacture small computers and recently established themselves in Austria.

LFABO '72 was opened by the Austrian Minister for Trade, Commerce and Industry, Dr. Josef Staribacher who later visited the British stand in the company of Mr. D. S. Laskey, HM Ambassador.

Another opportunity for British goods in Austria

From the British Embassy, Vienna

ANOTHER in a series of British Shopping Weeks in Austria will be held this year, this time in Graz, from October 13-21.

Graz is the second city of Austria and is the capital of the South-Eastern province of Styria. It has 250,000 inhabitants and also has a catchment area of half a million more inhabitants of the surrounding countryside. In addition, it is extensively patronised by Yugoslav shoppers, who every Saturday morning come in their hundreds over the border only 50 km away.

There is plenty of industry in and around Graz. This means that there is plenty of money in the pockets of the Grazers. It is not surprising, therefore, that the city is a big shopping centre, including a large department store, Kastner & Öhler, which, when its rebuilding programme is completed later this year, will be the largest single shop in Austria.

The target area for the Week is the whole of the central shopping area. One hundred and thirty shops will take part. These will offer a wide range of British consumer goods, in particular clothing, textiles and shoes, in all of which the Graz shops are especially strong; toys; foodstuffs, including liquor; sports goods; carpets and furniture. Graz will be given a thoroughly British atmosphere during the Week by the visit of a military band, bag-pipes, policemen, a London bus, and a wide range of 'British' display material.

There is still time for British manufacturers to make offers to the shops: British manufacturers of consumer goods who already have contacts in Graz, either direct or through agents, should take steps to see that the sales opportunity offered by the Week is followed up. Firms who wish to sell their goods in Graz for the first time should contact Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU, telephone 01-248 5757, ext. 250. This division holds a list of the shops participating in the Week.

Melbourne store promotion boosts sales

'QUOD FACIMUS, Valde Facimus' is the motto of Melbourne's exclusive store, Georges Australia Ltd. The store certainly lived up to its motto recently when a two-week promotion of British products was staged.

Georges have a reputation as Australia's leading fashion store and, as was to be expected, the highlight of the promotion centred around fashion. A British Autumn/Winter fashion collection was presented in person by Ossie Clark who had come to Melbourne with his principal model for the event. There were 10 fashion parades over the period of the promotion.

In the gallery on the third floor the National Trust of Victoria promoted an exhibition of antiques entitled 'The Best of Britain'. This proved a great attraction and some 3,000 people paid to see it. Elsewhere, the standard of British merchandise for sale was exclusive and shown to the best effect.

Georges Hostess Store, across the road presented a mass of colour, displaying homewares and highlighting room settings with an all-British decor. It is six years since Georges presented their last British promotion—in fact they were the first Melbourne retail store to do so in recent years. The quantity, quality and attractiveness of the British merchandise shown this year created an excellent impression and the managing director has reported sales to be particularly good and likely to continue.

DTI research at safety exhibition

RESEARCH by DTI laboratories into the engineering aspects of industrial safety will be illustrated at the International Industrial Safety Trade Exhibition (ISTEX), at Harrogate from May 3 to 5. Exhibits will be on show from the National Engineering Laboratory and the Safety in Mines Research Establishment.

NEL's contribution to the evaluation of industrial safety equipment, to the knowledge of rope behaviour under service loading conditions, and to the investigation of failures in industrial equipment will be featured.

SMRE will highlight the wider applications of its forensic research into metal failures in mining equipment.

TRADE INFORMATION

ECGD Lines of Credit

THE table below gives Lines of Credit guaranteed by ECGD under which there is capacity for further export business to be financed out of the credit. The date given is generally that of the first public announcement; working details are often finalised some time later.

Requests for further information on any of these lines of credit should be made to the bank concerned or to Mr. E. J. Crumplin, Export Credits Guarantee Department, PO Box No. 272, Aldermanbury House, Aldermanbury, London EC2P 2EL (telephone: 01-606 6699 ext. 7366).

Recipient	UK bank	Date announced	Purpose	Loan value £m	Minimum single contract value £ 000's	Final date for entering into contracts
Brazil	Hambros	12.3.1971	Marine equipment	10	5	September 12,1972
Brazil	Barings	30.11.1971	Electrical plant and equipment for the Marimbondo hydro-electric project	5	$200,000 (sterling equivalent)	August 31, 1975
Central American Republics (Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua)	Bolsa	9.11.1971	Capital goods and services	3	20	June 30, 1972
Cuba	National Westminster	15.2.1972	Capital goods and services	3	10	February 28, 1973
Finland	Hambros	8.10.1971	Engineering machinery and equipment	0.65	5	April 7, 1973
Hungary	Morgan Grenfell	22.12.1971	Capital and semi-capital goods and breeding cattle	6	10	December 31, 1972
Iran	Midland & Morgan Grenfell	4.6.1970	Capital and semi-capital goods	25	10	June 4, 1972
Israel	Warburgs	23.10.1970	Equipment for oil refinery for Haifa Refineries	6.5	5	September 23, 1972
Israel	Charterhouse Japhet	12.8.1971	Capital goods and services	3	20	February 28, 1973
Israel	Warburgs	31.1.1972	Capital goods and services	3	20	July 31, 1973
New Zealand	Lazards	2.9.1971	Capital equipment and machinery for sulphate pulp mill	1.7	25	September 30, 1972
Poland	National Westminster	6.3.1972	Capital goods and services	10	50	March 31, 1973
Portugal	Rothschilds	28.9.1970	Capital and semi-capital goods	5	50	September 30, 1972
South Africa	Hill Samuel	28.9.1970	Capital goods and services for ESCOM	5	50	December 13, 1972
South Africa	Schroder Wagg	30.9.1970	Capital and semi-capital goods	25	10	October 31, 1972
South Africa	Schroder Wagg	25.6.1970	Capital equipment and services for ISCOR	75	50	June 26, 1973
South Korea	Lloyds	30.6.1970	Capital and semi-capital goods	6	25	June 30, 1973
Sweden	Hill Samuel	7.10.1971	Turbine components for Stal-Laval	2	10	October 5, 1972
Yugoslavia	Barclays	25.3.1971	Capital goods and services	10	10	April 30, 1972

Bangladesh: nationalisation measures

THE Bangladesh Government has taken steps to acquire, nationalise or otherwise control certain properties and businesses by making the following Orders:

The Bangladesh Abandoned Property (Control, Management and Disposal) Order, 1972—President's Order No. 16 of 1972. The Order provides for the vesting in the Government of properties owned by persons who are not present in Bangladesh or whose whereabouts are not known or who have ceased to occupy, supervise or manage in person their properties.

The Bangladesh Banks (Nationalisation) Order, 1972—President's Order No. 26 of 1972. The Order provides for the nationalisation of 12 named banks, and for their undertakings to be transferred to six new banks. Foreign (non-Pakistani) banks are excluded from the provisions of this Order.

The Bangladesh Industrial Enterprises (Nationalisation) Order, 1972—President's Order No. 27 of 1972. The Order provides for the nationalisation of specified industrial enterprises engaged in jute manufacturing (67 enterprises) and cotton manufacturing (64 enterprises) and 15 sugar mills. Three newly established Corporations are set up to control the above activities. Seven other Corporations have been set up to control the industrial enterprises vested in the Government under President's Order No. 16 of 1972 (see above) and any others which the Government may, by Order, place under them.

The Bangladesh Inland Water Transport Corporation Order, 1972—President's Order No. 28 of 1972. The Order provides for the establishment of the Bangladesh Inland Water Transport Corporation and for the transfer to it of the assets of the East Pakistan Shipping Corporation, Pakistan River Steamers and any company, firm or individual engaged in coastal or inland shipping or water transport business vested in the Government under President's Order No. 16 of 1972 (see above).

The Bangladesh (Vesting of Property and Assets) Order, 1972—President's Order No. 29 of 1972. The Order vests in the Government all properties and assets which were vested in the Government of Pakistan or were vested in or managed by any Board constituted by or under any law or in the former Government of East Pakistan.

The Bangladesh Insurance (Emergency Provisions) Order, 1972—President's Order No. 30 of 1972. The Order provides for Government takeover of the management of life and general insurance business, pending nationalisation thereof. Excluded from the provisions of this Order is any insurer carrying on life insurance business incorporated under the law of any country or state (excluding Pakistan) outside Bangladesh.

Copies of the above Orders may be obtained on request.

CRE ext. 2278

Thailand: banking rates reduced

THE Thai Bankers Association has agreed to a reduction of one-half per cent on its various prime lending rates. The effects of this are as follows:

Loans to industry	—	from 11% to 10.5%
Loans for export industries	—	from 9% to 8.5%
Loans on promissory notes for well-established industries	—	from 10% to 9.5%
Loans on promissory notes for recently established industries	—	from 12% to 11.5%

CRE ext. 2252

Asian Development Bank

THE Asian Development Bank, which is the only official regional financing agency operating in South East Asia, has offered to send two representatives to London to explain the bank's practice in awarding procurement and consultancy contracts. A meeting will be held in the Council Room, Confederation of British Industry, 21 Tothill Street, London, SW1, at 2.30 p.m. on May 9. Firms are invited to attend. **CRE ext. 2253**

Hints to businessmen booklets

REVISED editions of the booklets on Australia, Canada, Cuba, Cyprus, Kenya and New Zealand have been published in the 'Hints to businessmen' series. British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7146), or to any DTI Regional Office.

TARIFF & TRADE NOTICES

European Communities

UNCTAD GENERALISED PREFERENCES SCHEME: *Trade and Industry* dated January 27, 1972, contained a notice about Regulations (CEE) Nos. 2794/71 and 2796/71 relating to the opening, allocation and administration of Community tariff quotas for the period January 1 to December 31, 1972, for certain products originating in developing countries. The *Journal Officiel des Communautés Européennes* No. C30, No. C31 and No. C32 dated March 25, 1972, March 28, 1972 and April 1, 1972, respectively, contain announcements that the quotas for imports into the EEC of the following products which were set up by Regulations (CEE) Nos. 2794/71 and 2796/71 have been exhausted:

EEC Common Customs Tariff no.	Description of goods	County of origin
With effect from March 27, 1972, imports into the EEC of the following goods when originating in the countries indicated, attract the full rate of customs duty:		
Regulation (CEE) No. 2794/71		
42.02	Travel goods (for example, trunks, suit-cases, hat-boxes, travelling-bags, rucksacks), shopping-bags, handbags, satchels, brief-cases, wallets, purses, toilet-cases, tool-cases, tobacco-pouches, sheaths, cases, boxes (for example, for arms, musical instruments, binoculars, jewellery, bottles, collars, footwear, brushes) and similar containers of leather or of composition leather, of vulcanised fibre, of artificial plastic sheeting, of paperboard or of textile fabric: A. of artificial plsstic sheeting . . . (*Journal Officiel* No. C30, March 25, 1972)	Hong Kong
With effect from March 29, 1972, imports into the EEC of the follow- goods attract the full rate of customs duty:		
Regulation (CEE) No. 2794/71		
42.02	As above B. Other (*Journal Officiel* No. C31, March 28, 1972)	Hong Kong
With effect from April 2, 1972, imports into the EEC of the following goods attract the full rate of customs duty:		
Regulation (CEE) No. 2796/71		
55.09	Other woven fabrics of cotton A. Containing not less than 85% by weight of cotton: II. Other of a width of more than 115 cm. up to 165 cm. (*Journal Officiel* No. C32, April 1, 1972)	South Korea

Trade and Industry dated January 27, 1972, contained a notice about Regulation (CEE) No. 2795/71 relating to the opening of tariff preferences for the period January 1 to December 31, 1972, for certain goods originating in developing countries. The *Journal Officiel des Communautés Européennes* No. L87 dated April 13, 1972, contains the text of Regulation (CEE) No. 739/72 reimposing the Common Customs Tariff duties on the following goods originating in Yugoslavia, the beneficiary of tariff preferences specified in Regulation (CEE) No. 2795/71:

EEC Common Customs Tariff no.	Description of goods
76.03	Wrought plates, sheets and strips of aluminium of a thickness exceeding 0.20 mm.

The French texts of the Regulations and announcements referred to above may be seen on application. **EDB ext. 7174/408**

RULES OF COMPETITION: The *Journal Officiel des Communatés Européennes* No. C35 dated April 11, 1972, contains an announcement concerning an application for clearance of an agreement between the Internationale SPAR Centrale N.V. of Amsterdam and the following, relating to the distribution of food products:

SM De SPAR, Brussels
N.V. SPAR Centrale, Amsterdam
Société Française SPAR SA, Paris
Handelshof SPAR GmbH, Frankfurt
Consorzio DESPAR Centrale Italiana, Milan.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Interested third parties are invited to submit their observations within one month from April 11, 1972, under reference IV/584 to the following address:

Commission des Communautés Européennes,
Direction Générale de la Concurrence.
Direction 'Ententes et Positions Dominantes',
Rue de la Loi, 200,
B 1040, Bruxelles (Belgique).

The French text of the announcement may be seen on application. **CRE ext. 2354/2355**

Belgium and Luxembourg

IMPORT LICENSING: A Belgian ministerial decree of February 18, 1972, added the undermentioned goods to the list of products subject to import licensing. The decree was published in the *Moniteur Belge* of April 18 and came into force on the day of its publication. Imports of the same goods into Luxembourg are already subject to import licensing. This measure is taken in execution of the EEC Regulation 160/72 of January 25, 1972, imposing Community surveillance on imports of the goods in question.

Tariff no.	Description
ex 78.01	Unwrought lead, other than unwrought lead containing by weight (0.02% or more of silver and intended for refining ('plomb d'oeuvre').

EDB ext. 288/7175/408/423

Spain

IMPORT DUTY SUSPENSION—PETROCHEMICAL PRODUCTS: Notice was given in *Trade and Industry*, January 27, page 158, of temporary amendments to the Spanish customs tariff on certain petrochemical products, valid until March 31. The Spanish *State Gazette* of April 10 announced that the period of validity has been extended to June 30, 1972 in respect of items falling in tariff headings 29.01-A.1; 29.01-B.4; 29.08-D; 29.15-D.1; 29.22.A-4; 29.27-B; 29.35-G; 39.01-E.1; 39.01-E.2; 39.01-G; 39.01-H; 39.02-C.1; 39.02-G.1; and 39.02-H.1. **EDB ext. 462/471/472/473**

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Federal Republic of Germany

IMPORT LICENSING—AZALEAS AND FRUIT TREES: The Federal German authorities have recently invited applications from importers in Germany for import licences in respect of the following goods:

Goods from the United Kingdom and its dependent overseas territories:
Azaleas (ex tariff no. 0602 57)
Fruit trees (ex tariff no. 0602 41).

Applications may be made up to December 28, 1972, or exhaustion of the agreed quota (no figures mentioned), whichever is the earlier. Import licences will be valid until December 31, 1972.

EDB ext. 466/467/482

Irish Republic

PROVISIONAL ANTI-DUMPING DUTY: The Government of the Irish Republic has made an order under the Imposition of Duties (Dumping and Subsidies) Act, 1968, which imposed a provisional duty of £0.065 per foot (additional to existing duty) on corrugated translucent polyester sheeting reinforced with fibreglass—BN no. 39.01 (E) (1)—which is produced in whole or in part in Northern Ireland or is exported from Northern Ireland. Goods from Great Britain, the Channel Islands and the Isle of Man will be liable to this duty unless:

(*a*) the customs entry on Form Cu 107 for the goods bears a declaration as follows: 'I declare that the reinforced polyester resin sheets in this consignment are not liable to duty under the Imposition of Duties (Dumping and Subsidies) Act, 1968'; and
(*b*) a certificate of origin on Form Cu 170 is presented with the entry as evidence that no part of the process or processes of manufacture of the reinforced polyester resin sheets was carried out in Northern Ireland, and that the goods were not exported from Northern Ireland.

The order came into operation on March 31, 1972. Copies of form Cu 170 may be obtained free of charge from the Secretary, Revenue Commissioners, Dublin Castle, Dublin 2, or from the Collector of Customs and Excise at any Customs House in the Irish Republic.

Malta

SALE OF GOODS CONTROL: In the Malta *Government Gazette* of April 4, Legal Notice 21 of 1972 was published, setting out new conditions regarding the sale of commodities. Among other things the Director of Trade may from time to time fix the maximum price at which any commodity may be sold and in so doing may use any of the following methods:

(a) fixing stated maximum prices;
(b) fixing maximum margins of profit;
(c) fixing maximum percentages of profit.

The sale of Commodities (Control) Regulations, 1972, are effective from April 19, 1972.

IMPORT LICENSING REGULATIONS: The Malta *Government Gazette* of April 11 published the Importation (Control) (Amendment) (No. 2) Regulations 1972 which state that importation of the following items is now subject to the issue of import licences: sugar in bulk; icing sugar; tourist souvenirs and other articles advertising the Maltese Islands in any manner whatsoever. The regulations are effective from April 12. **EDB ext. 471/472/473/462**

Israel

TEMPORARY IMPORT DUTY SURCHARGE: The Israeli authorities announced on March 27 that the import duty surcharge of 20 per cent has been extended for one year to March 31, 1973.

EDB ext. 420/475

Lebanon

CUSTOMS SURTAX FOR TEXTILES: In accordance with Decree No. 2722 of January 31, 1972, the export subsidy tax of 10 per cent on certain textile products imported into the Lebanon will continue to be levied until the end of July 1972. **EDB ext. 320/475**

Iran

IMPORT REGULATIONS: Following the notice in *Trade and Industry*, April 13, page 75, further details of changes in import regulations, effective from March 21, 1972, are now available.

The Commercial Benefit Tax is abolished or decreased on the following items:

Haricots, broad beans, peas, lentils, vetch and other pulses—abolished.

Margarine and other edible fats obtained by similar treatment —new rate 15 rials per kilo.

Brake linings—now 44 rials per kilo.

Sheet glass, drawn or blown—new rate 5 rials per kilo.

Pocket and wrist watches with cases of gold, platinum, silver or base metal; other watch or clock makers' wares (pendant, brooch, ring, etc.) of silver or base metal—reduced to 2 per cent.

Import of the following items is subject to prior approval of the Minstry of Economy:

Iron and steel tanks, tubs, vats, etc. of over 300 litres capacity; electric fans; pliers and pincers; components for light engines for local manufacture in Iran (this item is also exempt from CBT).

Import of methyl alcohol (methanol) is now subject to prior approval of the Ministry of Health.

Import of machines and appliances for flour milling for use by agricultural and rural co-operatives needs prior approval of the Ministry of Co-operatives and Rural Affairs, and is exempt from CBT.

Import of franking machines subject to approval of the Ministry of PTT, Finance and Economy is authorised. **EDB ext. 420/475**

Morocco

CUSTOMS DUTY ON JUTE AND HESSIAN BAGS: It has been confirmed that all jute and hessian bags, whether or not used as packing material, are subject to customs duty on entry into Morocco. The rate of duty on full sacks is 10 per cent *ad valorem*, and on empty jute sacks, ie those imported as such, the duty rate is 25 per cent. **EDB ext. 420/475**

Ghana

IMPORT LICENSING: Notice to Importers No. 391 published in the Ghana *Commercial and Industrial Bulletin* of April 7 announced that all importers (commercial and industrial) who opened Irrevocable Letters of Credit on or before February 2 were requested to submit details of the letters of credit to the Controller of Imports and Exports by April 21. It was further announced that if such information was not received by that date no application for import licences would be considered. British exporters who have yet to ship goods against letters of credit opened before February 2 are therefore advised to ensure that their customers have in fact submitted the necessary details of the letters of credit and obtained the necessary import licences **EDB ext. 471/472/473**

Republic of South Africa

CANNED FISH, FISH PRODUCTS, AND MARINE MOLLUSCS: The South African *Government Gazette* of March 10 published the amended compulsory standard specification for the manufacture, production, processing or treatment of canned fish, canned fish products, and canned marine molluscs. The regulations are effective from May 10, 1972. **EDB ext. 471/472/473/462**

Seychelles

PROHIBITED IMPORT—SPEAR GUNS: Proclamation No. 3 of 1972 issued by the Government of the Seychelles prohibits the importation of any 'spear gun', defined as any device or instrument designed to propel any missile under water for the purpose of catching impaling or killing fish. **EDB ext. 471/472/473/462**

India

IMPORT TRADE CONTROL POLICY 1972-3: The Indian Ministry of Foreign Trade announced the import trade control policy for 1972-3 on April 3. The broad outline of the policy remains very much as before.

Fifty-six items have been added to the list of imports to be canalised through the State Trading agencies, making a total of 168 items. It is believed that the total of imports handled by State Trading agencies will be brought to well over the 70 per cent arrived at by last year's policy.

Import of 160 more items has been banned. These items include certain types of ball bearings, taper roller bearings, machine tools, machinery and accessories, measuring instruments, dyes and chemicals. Eighty-seven items hitherto allowed to actual users without restriction will now be permitted only on a restricted basis; these include certain types of ball bearings, drugs and medicines, chemicals and dyes intermediates.

Fuller information may be obtained on application by British exporters, who should specify the items with which they are concerned.

CUSTOMS AND EXCISE DUTIES: Regulatory import duties, introduced in December 1971, were modified by the Indian budget for the financial year 1972-3. They will now be levied at a rate of 10 per cent *ad valorem* on goods attracting import duty of 100 per cent or more, at 10 per cent on 56 specified tariff items, at 5 per cent

(*continued on next page*)

JANCO جانكو

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on items with import duty of 60 per cent or more but less than 100 per cent, and at 2.5 per cent on remaining items. Items which were totally exempted from regulatory duty last December will remain so. Alterations to rates of excise duty, mostly entailing increases, were also included in the budget. **EDB ext. 420/475**

Federation of Malaysia

IMPORT CONTROL—AMENDMENT: The goods referred to in the notice in *Trade and Industry*, April 20, page 124, are subject to import licensing and/or quota restriction when imported into West Malaysia and Penang from all countries. The words 'These goods are prohibited from all countries', in the penultimate sentence should be deleted. **EDB ext. 401/468/469**

South Vietnam

LIMITED DEPOSITS FOR IMPORTS UNDER AID: The Vietnamese Minister of Economy has announced that with effect from March 3, a deposit at the rate of VN$70 per US dollar is payable when application is made for a licence to import goods into Vietnam using A.I.D. funds. Details of the procedure are available. (Ref: CRE 34449) **CRE ext. 2252**

Australia

TARIFF CHANGES: Details are given below of changes made in the Australian customs tariff by Customs Tariff proposals No. 6 (1972), which came into effect on April 14, consequent on the Special Advisory Authority inquiry into isooctyl alcohol:

AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-72

Tariff item	Goods	Rate of duty: General	Rate of duty: Preferential
After note 8 to Chapter 29 insert the following note:			
'9. The following goods are specified for the purposes of sub-item 29.04.3, that is to say, isooctyl alcohol or 2-ethylhexanol, other than isooctyl alcohol or 2-ethylhexanol that— (*a*) was in transit to Australia on March 1, 1972; and (*b*) is entered for home consumption within 21 days after importation.'			
Omit sub-item 29.04.3, insert the following sub-item:			
'29.04.3	— Butyl alcohols other than n-butyl alcohol; monohydric primary alcohols containing not less than 6 carbon atoms	25%, and, in respect of goods specified in note 9 to this Chapter, a temporary duty of 15%	15%, and, in respect of goods specified in note 9 to this Chapter, a temporary duty of 15%'

EDB ext. 401/468/469

TARIFF BOARD INQUIRY (BY-LAW): The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether the following goods should be admitted under by-law:

(a) disinfectants, etc. (tariff item 38.11) where suitable equivalent manufactured in Australia contains active ingredients which are imported

(b) yarns (tariff item 55.05) for use in the manufacture of yarns of a kind ordinarily used by hand

(c) parts for use as original components in the assembly or manufacture of ball-point pens of a type normally sold at a retail price of more than one Australian dollar.

Details of the tariff items under which these goods are dutiable may be obtained from Tariff Section, Export Data Branch (ext. 468/469/401).

The matter has been reported by the British High Commission at Canberra, which has been asked to notify the Australian authorities as soon as possible of United Kingdom interests proposing to give evidence; notification in this instance must be given to the Australian authorities not later than May 17, 1972. Before that

date, therefore, UK trade associations or firms intending to submit evidence to the Tariff Board should advise the Commercial Relations and Exports Division, quoting reference No. CRE 880/72. Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the facilities provided by the Australian British Trade Association, 21 Tothill Street, London, SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. **CRE ext. 2318/2319**

TARIFF BOARD INQUIRY ON CERTAIN CHEMICALS: The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of: oxo alcohols, butyl acetates, phthalic anhydride, phthalic and isophthalic acids, esters other than phthalate esters tariff items 15.10.300, 29.04.300, 29.14.100, 29.15.100 and 29.15.900). This reference has been made as a result of representations by local industry. Details of the tariff items under which the goods are dutiable may be obtained from Tariff Section, Export Data Branch, ext. 468/469/401.

The matter has been reported by the British High Commission at Canberra, which has been asked to notify the Australian authorities as soon as possible of United Kingdom interests proposing to give evidence; notification in this instance must be given to the Australian authorities not later than May 10, 1972. Before that date, therefore UK trade associations or firms intending to submit evidence to the Tariff Board should advise Commercial Relations and Exports Division, quoting reference CRE 879/72. Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the facilities provided by the Australian British Trade Association, 21 Tothill Street, London, SW1 (tel: 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. **CRE ext. 2318/2319**

New Zealand

1972/3 IMPORT LICENSING SCHEDULE: The New Zealand import licensing arrangements for the year July 1, 1972, to June 30, 1973, have been announced. Allocations will generally be at 110 per cent of the 1971/2 licences, but there is also a range of items where the basic allocations exceed the normal 110 per cent and in some cases are 150 per cent.

British exporters with inquiries should indicate the goods in which they are interested and quote the Brussels Nomenclature number if possible.

Token licences issued on a monetary value basis will be 125 per cent and those on a quantity basis will be 110 per cent of the 1971/2 licences.

Some of the exemptions proposed last year (see *Trade and Industry* of November 4, 1971, pages 284-5) have been implemented. These include various agricultural products, foodstuffs, chemicals, machinery and components. **EDB ext. 401/468/469**

CUSTOMS TARIFF CHANGES: The New Zealand Government has issued Customs Tariff Amendment Order No. 5, 1972, which came into force on March 24, 1972, amending the duty and the classification on carboxylic acids—other kinds (TI 29.16.099) to read as follows:

Exports of £5 million were the backdrop to a recent presentation of the Firth Cleveland Group's inter-company export awards for 1971. The cup for the best performance went to Firth Cleveland Steel Strip Ltd. and was received by the company's managing director, Mr. John Tonking (left), from the group chairman, Mr. C. W. Hayward. Firth Cleveland Fastenings Ltd. was runner up and Firth Cleveland Engineering Ltd. was third.

		BP	MFN	GEN
29.16.031	2-meihyl-4-chlorophenoxybutyric acid, 2, 4-dichlorophenoxybutyric acid; salts and esters of the foregoing	20%	40%	45%
29.16.098	Other kinds	Free	20%	25%

The New Zealand Government has issued Customs Tariff Amendment Order No. 6, 1972, which came into force on March 30, amending certain items in the New Zealand Customs Tariff. The Chapter headings concerned are: 39.01, 39.02, 48.12 and 59.10. **EDB ext. 401/468/469**

EMERGENCY PROTECTION AUTHORITY—INFLATABLE PLASTIC BALLS AND TOYS: The New Zealand Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of inflatable plastic beach and similar balls and inflatable plastic toys. Details of the tariff items, under which these goods as dutiable, are given below:

Tariff item	British preferential	Most favoured nation	General
ex 97.03.002	25%	50%	65%
ex 97.03.009	32½%	52½%	65%

The Emergency Protection Authority is required to report to the Minister by May 16, 1972. In the short time available for investigation United Kingdom interests wishing to make their views known to the Authority will no doubt get in touch with their agents or the Director of the British Trade Association of New Zealand Inc. PO Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade', tel. Wellington 43-706). The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member: details may be

(*continued on next page*)

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The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

NEW ZEALAND
continued

obtained from the BTANZ. Any British trade association on firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Division. Reference CRE 1165/72. **CRE ext. 2321**

United States

JOB DEVELOPMENT TAX CREDIT: President Nixon's package of economic measure announced on August 15, 1971, included an investment tax credit for purchases of capital equipment by American companies.

While the US import surcharge was in operation (August 16 to December 20, 1971) this credit was restricted to purchases of goods of American origin only. This restriction still applies to goods ordered during that period but an Executive order has announced the following exemptions:

(i) articles costing less than 500 dollars;
(ii) farm equipment not subject to import duty, regardless of price.

Foreign-made goods in these categories will therefore qualify for the tax credit although ordered during the period of the restriction. **CRE ext. 2647**

MOTOR VEHICLE SAFETY: The *Board of Trade Journal* of March 25, 1970, gave advance notice of a proposal to specify requirements for direct fields of view for drivers of passenger cars, multipurpose passenger vehicles, trucks, buses and motor-cycles. The proposal has now been published and its proposed effective date is September 1, 1976. Comments should be submitted (preferably ten copies) by July 7, 1972, to Docket Section, National Highway Traffic Safety Administration, Room 5221, 400 Seventh Street SW, Washington, DC20590. Docket No. 70-7 should be quoted. (FR 12.4.72) **CRE ext. 2397**

MOTOR-CYCLE SAFETY: The *Board of Trade Journal* of November 18, 1970, gave notice of a proposed new safety standard for motor-cycle controls and displays. The standard, with some changes, has now been adopted and takes effect from September 1, 1974. (FR 12.4.72) **EDB ext. 455/456/457**

PACKAGING STANDARDS: The US Commissioner of Food and Drugs has determined that certain household substances in liquid form containing turpentine, and certain liquid kindling and/or illuminating preparations containing petroleum distillates may be hazardous to children. He therefore proposes that these substances should require special packaging. Comments should be submitted (preferably in quintuplicate) by June 13, 1972, to the Hearing Clerk, Department of Health, Education and Welfare, Room 6-88, 5600 Fishers Lane, Rockville, Md. 20852. (FR 14.4.72) **CRE ext. 2397**

St. Lucia

CUSTOMS TARIFF CHANGES: The First Schedule to the Saint Lucia Ordinance has been further amended by substituting for item 732-01 the following:

Item no.	Class or description of goods	Unit for classification	Rate of duty Pref.	Rate of duty General
*732-01	Passenger road motor vehicles complete, other than buses or motor-cycles (motor cars, station wagons)	100 lb. No.	15% *ad val*	35% *ad val*

CONSUMPTION DUTIES: The list of goods subject to consumption duties under the St. Lucia Consumption Duties Act 1968 (No. 30 of 1968) has been further amended,

(a) by substituting for items 732-01 and 732-02 the following:

SITC item no.	Description of goods	Rate of tax
732-01	Passenger road motor vehicles complete, other than buses or motor cycles (motor cars, station wagons)	20% *ad val*
732-02	Motor cycles (including all types of motorised cycles) and sidecars complete	5% *ad val*

(b) by the addition of the following new items:

SITC item no.	Description of goods	Rate of tax
732-03	Buses, trucks, lorries and road motor vehicles complete, nes (except Items 732-01 and 732-02)	5% *ad val*
732-04	Chassis, with engines mounted, of vehicles listed in Item 732-01	5% *ad val*
732-05	Chassis, with engines mounted, of vehicles listed in Item 732-03	5% *ad val*
732-06	Bodies, chassis, frames and other parts for road motor vehicles except parts for motor-cycles and sidecars (not including rubber tyres, engines, chassis with engines mounted and electric parts)	5% *ad val*
732-07	Motor-cycles and sidecar parts (not including rubber tyres, engines and electric parts)	5% *ad val*

EDB ext. 474/476/731

Uruguay

EXEMPTIONS FROM THE 18 PER CENT ADDITIONAL IMPORT TAX: Uruguayan Decrees Nos. 883/971 and 23/972 exempt, either totally or partly, certain goods subject to a surcharge of 25 per cent or less from payment of the 18 per cent Additional Import Tax. There are three lists of goods: those which are free from the Additional Import Tax, those which pay an Additional Tax of 10.8 per cent and those which pay an Additional Tax of 13.5 per cent. A list of goods entitled to exemption is available from Tariff Section.

GOODS FREE FROM IMPORT DUTY AND CERTAIN TAXES: Uruguayan Decree No. 218/972, published in the *Official Gazette* of April 4, exempts the following goods from the payment of customs duties and certain other import taxes until September 30:

Imports of raw sugar for refining, yerba mate (semi processed), raw coffee beans, hessian, road-making machinery, pharmaceuticals and raw materials for their manufacture.

(continued on page 176)

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URUGUAY
continued

Imports of processed yerba mate will be exempt from 50 per cent of these import duties and taxes.

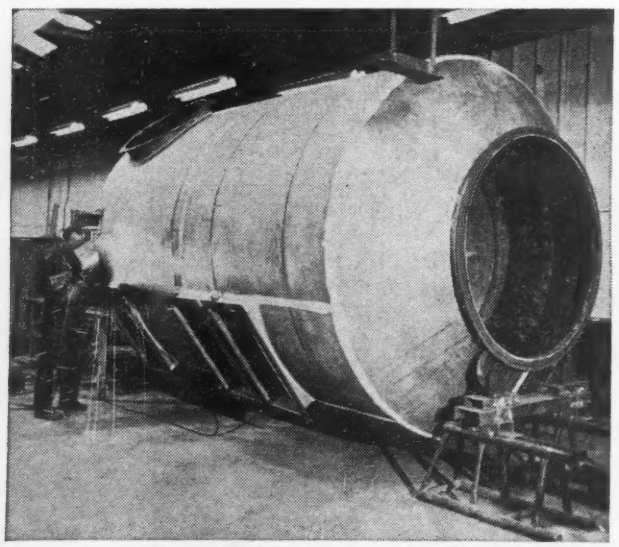
The decree will only apply to these goods if they are imported with a surcharge of between nil and 10 per cent. **EDB ext. 474/476/7312**

Brazil

CUSTOMS TARIFF AMENDMENTS: Brazilian Customs Policy Council Resolution No. 1247 reduces the import duty on the following product from 55 per cent to 10 per cent *ad valorem* cif:

Tissue, hemp, manila or similar paper, white, with long fibres, porous, not impregnated, weighing from 10 to 14 grams per square metre, suitable for duplicating stencils—Brazilian Tariff nos. 48.01.01.99 and 48.15.99.00.

Customs Policy Council Resolution No. 1264 reduces the duty from 55 per cent to 9 per cent *ad valorem* cif on sealed reflector lamps, with incandescent filament, of 24 volts or more, for 'cold-concentrated' light, intended for use as an integral part of surgical lighting fittings. The duty reduction will remain in force for a period of two years from February 28, 1972.



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Customs Policy Council Resolution No 1249 increases the import duty on the following products:

Tariff no.	Description	Rate of duty *ad val* cif
29.31.07.00	Zinc diethyldithiocarbamate	20%
29.31.22.00	Tetramethylthiuram disulphide	30%

(The previous rate of duty on both these products was 15% *ad valorem* cif.)

Customs Policy Council Resolution No 1260 makes the following amendments to the Brazilian Customs Tariff:

Tariff no.	Description	Rate of duty *ad val* cif
28.25.00.00	Titanium oxides:	
01.00	Titanium dioxide	37%
99.00	Other	37%
32.07.03.00	Pigments based on titanium dioxide:	
03.01	Of a grade suitable for foodstuffs and/or pharmaceuticals	37%
03.02	Rutile	45%
03.03	Anatase	45%
03.99	Other	45%

The *ad valorem* duties on 32.07.03.02 and 32.07.03.03 will return to their original levels of 37% on March 12, 1974.

EDB ext. 474/476/7312

Peru

FOREIGN EXCHANGE CONTROL: Further to the notice in *Trade and Industry*, December 9, 1971, page 530, budget forms are available in Peruvian banks for Peruvian importers to make declarations by May 5 of their foreign currency requirements for private sector imports during 1972. **CRE ext. 2288**

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

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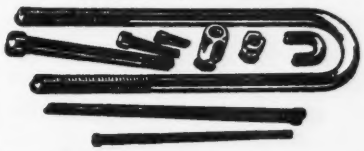

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